A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

Incorporating *International Commerce*

NOVEMBER 13, 1972

Commerce Today

Coming Developments in Business and Technology

Newsmemo

There's an important change in our Worldwide Business Services section. The foreign trade proposals that appear there are now being telegraphed, rather than airmailed, to Washington. To take just one example from this issue: the new procedure cuts days and days from the time it will take for the Bangkok firm of Lim Teck Lee Co. Ltd. to get its offer to buy synthetic rubber before an interested U.S. supplier. It's part of a program of stepped-up assistance to the American business community by the entire corps of U.S. Commercial Officers overseas.

A V.I.P. red carpet that is a whole year long. That is one way to describe an export promotion effort connected with the 1973 National Hotel and Motel Exposition at New York's Coliseum next Nov. 5-8. V.I.P. in this instance means "Visit, Investigate, Purchase" and stands for a campaign to get overseas buyers to attend major U.S. trade shows. The New York Regional Export Expansion Council is sponsoring it, in cooperation with airlines, shipping firms, international banks, travel agencies, trade associations, and the hotel industry exhibitors. They will be sending personal invitations to about 30,000 prospective buyers overseas, and providing them special hospitality when they come.

An important first step is being taken this month to help U.S. shipbuilders meet foreign competition in constructing the great fleet of tankers to be used in across-ocean liquefied natural gas transport. A $367,000 Maritime Administration research grant is going to Booz-Allen Applied Research, Inc., to study LNG transport problems. The aim is to find ways to reduce the subsidy requirements and capital risks in LNG ship construction, so that the first and second generation LNG tankers can be competitively built in U.S. yards. It is expected that about 130 of the massive LNG carriers must be built to carry the energy fuel across the seas in the next 25 years.

Sophisticated weather reporting is an ever-expanding service to business by the Federal Government. The first large-scale forecast and warning service especially designed for commercial shipping and fishing in the eastern North Pacific will soon be in operation. Commerce's National Weather Service and the U.S. Coast Guard will provide up to eight hours per day of such information, beginning in February. Primary emphasis will be on warnings of storms, high winds and waves; areas of restricted visibility will also be reported.

New harvests from the sea can overcome man's hunger. Researchers have developed a way of adding protein concentrate from fish to certain wheat breads without changing their taste, texture or aroma. Reporting to Commerce's National Oceanic and Atmospheric Administration, these scientists at the U. of Rhode Island say the powdered concentrate can be made for about 2 cents per pound from the fishing industry's discards. A 5 percent fortification of this concentrate can, for example, give the average consumer of native wheat breads in India and the Arab lands all the protein he needs, substituting in this way for meat.

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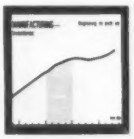

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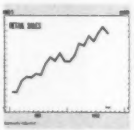

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COVER: *Minority-owned concessions in federal buildings are being offered discount rates on medallions such as this one through the Treasury Department's Bureau of Engraving and Printing and the Bureau of the Mint, with the further cooperation of Commerce, the General Services Administration, and the Small Business Administration. They will be sold at prices high enough to realize good profits. Story begins on Page 9.*

Step-Up In Accumulation Of Inventories Will Provide Added Boost To Economy

Economic Highlights is prepared by Dr. Harold C. Passer, Assistant Secretary for Economic Affairs, and is based on the latest economic indicators (see charts on adjoining page).

The rate of inventory accumulation has been relatively low so far in the current business expansion, but it probably will move upward in 1973 and provide additional stimulus to an already rapidly rising economy.

The first chart on the opposite page illustrates the impact of inventory changes on Gross National Product. The increases in inventories have been relatively modest over the seven quarters of the current economic expansion (beginning with the first quarter of 1971), averaging an annual rate of only $3½ billion per quarter. The irregular pattern during 1971 mainly reflects anticipation of possible work stoppages in key industries such as steel.

Inventories in manufacturing are highly significant from an analytical point of view because they account for about two-thirds of the total and usually fluctuate more than wholesale and retail trade inventories. As shown in the second chart, manufacturing inventories increased steadily during 1968, 1969 and 1970, and after remaining virtually unchanged in 1971, started climbing again in 1972. The continued rise during 1970 was in sharp contrast to the inventory liquidation of previous recessions, apparently reflecting generally strong confidence on the part of businessmen throughout the mildest recession of the post World War II years.

In most business cycles, the liquidation of manufacturing inventories during the contraction phase is followed by a shift to accumulation during the recovery period. Because the 1970 contraction was so mild and there was inventory building instead of liquidation, there has been no dramatic reversal in the inventory picture during the current expansion.

While manufacturing inventories have been growing in 1972, the rate of increase has fallen far short of the increase in factory sales, which have been rising sharply in 1972, continuing the upbeat that began in early 1971. Thus, the ratio of inventories to sales, as depicted in the fourth chart, has fallen sharply during the current expansion.

Although the ratio may decline further, it is already quite low and is unlikely to continue its steep downtrend. With sales rising sharply, a more gradual decline in the ratio, a leveling out, or a turnaround would all imply a stepped-up rate of inventory accumulation.

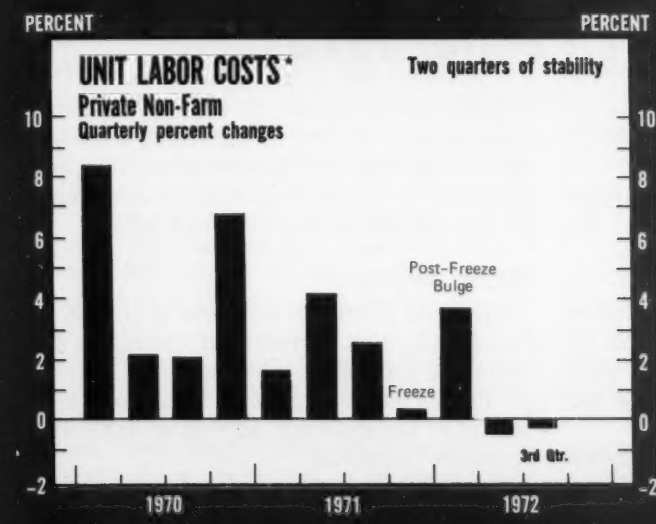
Another reason for expecting an increase in the rate of inventory accumulation stems from changes in two major sectors—defense and capital goods—both of which typically require large inventories relative to sales because of lengthy production processes. Activity in defense industries has leveled out after three years of cutbacks and inventories in these industries, which had been declining, have risen in recent quarters. Capital goods producers should soon be increasing their stocks at a more rapid pace since business plant and equipment expenditures, after increasing only slightly in 1971, are showing a gain of about 10 percent this year and another large increase is expected in 1973.

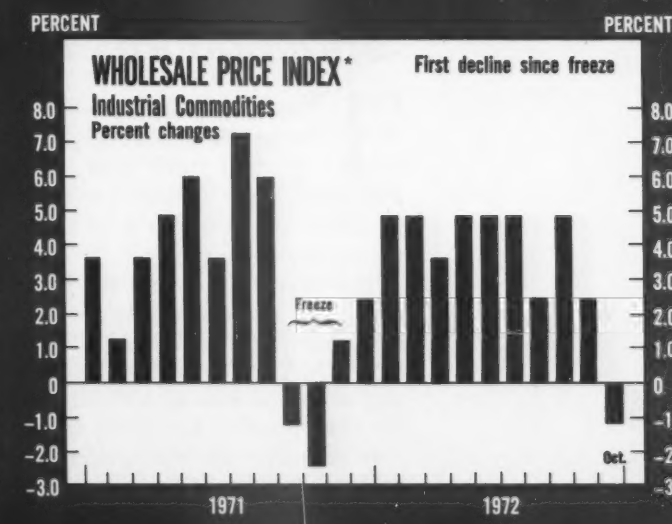
Thus, the economy has received relatively little stimulus from inventory accumulation so far during the current expansion, but a substantial boost can be expected from this source in 1973.

Other economic data

Large increases in productivity resulted in declines in unit labor costs in the second and third quarters, enhancing prospects for a return to price-cost stability. The key industrial commodities component of the Wholesale Price Index declined slightly in October, the first drop since October 1971 when the wage-price freeze was in effect.

Latest Indicators





All data seasonally adjusted
* Annual rates

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November 13, 1972

If You Think 1972 Has Been A Good Year, Just Wait Until 1973

This Year's Gains Seen Serving As 'Springboard' To Even Better 1973

The U.S. economy is expected to exceed the official target of 6 percent growth this year, providing "a springboard for another vigorous expansion in 1973," according to a new report by the Commerce Department.

The report, the *Interim Review of the Economy: The Expanding Economy of 1972*, is a follow-up to the *U.S. INDUSTRIAL OUTLOOK 1972*, published earlier this year, and is designed to be a decision-making tool for both business and government.

In releasing the report, Secretary Peterson said that it provides an account of the strengthening and broadening economic expansion under way in the U.S. economy. It includes an overview of general economic trends to date in 1972, highlighting their impact on business and industrial activity, and a preview of probable economic developments for the balance of this year and 1973.

Major sectors

Prepared jointly by the Office of Harold C. Passer, Assistant Secretary of Commerce for Economic Affairs, and the Bureau of Domestic Commerce, the review discusses major sectors of the economy, as well as analyzing 20 major industries.

The 20 key industries covered in the report are steel, copper, paper and board, industrial inorganic chemicals, air conditioning and

commercial refrigeration, construction, mobile homes, machine tools, metal cans, automobiles, truck and bus chassis, tires and inner tubes, lighting fixtures, household appliances, photographic equipment, soft drinks, domestic telephone and telegraph, television broadcasting, retail trade, and banking.

All 20 of these industries are anticipated to show gains in both 1972 and 1973, with most of the increases for both years falling in the 7 to 15 percent range.

In the report's overview of the economic situation, the major reasons cited for predicting a banner year in 1973 include:

- The continuing rise in the Composite Index of Leading Indicators which are still in a vigorous uptrend.
- The sustained climb in durable goods orders and backlogs.
- Indications of another strong gain in business plant and equipment spending.
- The likelihood of substantial additions to inventories, which are at a low level in relation to sales.
- An expected improvement in the foreign trade picture, which has been a negative factor this year.
- A favorable outlook in credit markets with funds expected to be adequate for business expansion and for financing home mortgages and large consumer purchases.

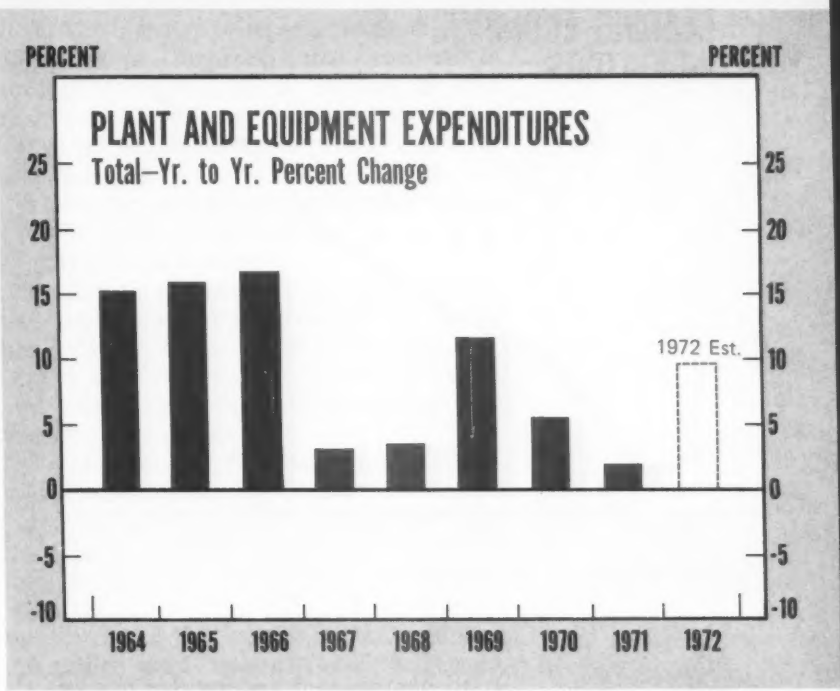
The report, in discussing prospects for 1973, states that "it appears that the economy will enter the year in a strongly rising trend, but with still enough slack in capacity utilization so that major production bottlenecks can be avoided."

More progress

It also forecasts that more progress will be made in reducing inflation and reducing the unemployment rate as employment continues its strong climb.

In recent months, employment has registered a year-to-year gain of 2.5 million jobs and the unemployment rate has been at 5.5 percent, representing a decline from the 6 percent level earlier in this year. Expectations are that this rate will decline further by year-end.

The 90-day wage-price freeze that accompanied the President's New Economic Policy, instituted in August 1971, curbed the rise of prices. From August through November, in fact, consumer prices rose at an annual rate of less than 2 percent, while wholesale prices actually declined about 1 percent. Following the freeze, the economy experienced an expected price bulge which lasted through the early months of 1972. But, over the four months of March through the midyear, consumer prices rose at an annual rate of only 1.8 percent, and now are only about 3 percent over a year ago.



Because of this slowing of inflation, the report says, "It appears highly likely that the interim price goal of a rate of increase in consumer prices of from 2 to 3 percent by the end of this year will be achieved."

In addition, as price increases have been moderating, productivity has been on the rise. For the private nonfarm sector of the economy, output per manhour has climbed over the past several quarters at an annual rate of about 5 percent, resulting in a decline in unit labor costs. "This stabilization of unit labor cost is fundamental to the elimination of inflation," the report points out.

Housing was the leadoff sector for the strong upswing in the economy. In fact, from the first quarter of 1970 through the first quarter in 1972, the annual rate of housing starts doubled—from 1.25 million to 2.52 million. And in the interim, starts broke a 20-year record in 1971, reaching over 2 million units for the first time. Since the first quarter of this year, housing starts have continued at a high level.

SOURCE: DEPARTMENT OF COMMERCE

Other areas that are showing particularly strong growth in 1972 are consumer spending, auto production, capital spending and industrial production.

Housing itself has been "almost unbelievably strong" in 1972. One of the reasons for this housing success story, according to the report, is the increasing demand for housing from a youthful population, coupled with an ample supply of mortgage funds at relatively moderate interest rates.

Previewing the 20 industries outlook for the coming year, predictions are optimistic in all sectors:

Steel—The steel industry has begun a period of stability and growth that are expected to boost its production to the highest level experienced since 1969 by year end. And in 1973, record steel shipments are expected. Higher capital expenditures for new plant and equipment by industry, together with continuing high levels of activity in the automobile, appliance and construction industries are contributing factors. Experts also estimated that in 1973 exports should improve and the rise in steel exports should be held to 2.5 percent — assuming voluntary restraints on exports to the U.S. continue.

According to the Commerce Department report, raw steel production is expected to push ahead in 1973 to 142 million tons and shipment of steel mill products to 98 million tons—both record highs.

Copper—Not only is the copper industry expected to have a good year through 1972, but copper production and fabricating will probably increase even more in 1973. Demand should be strong as the economy continues to expand, and no major problems are anticipated on the supply side.

Output from domestic ores will probably surpass the high level of 1972, continuing the trend of higher annual production each year except for strike years.

At 3 billion pounds, brass mill shipments should be the fourth best in history and wire mill shipment will probably move ahead of what promises to be a record in 1972—to 2.7 billion pounds, a new high.

Paper and Board—The momentum being experienced by the paper and board industry this year appears likely to continue through 1973 with the expected higher levels of economic growth. This should mean for this industry an exceptional year.

Production should break another record and reach 59.9 million tons, 5 percent above 1972 estimated output, while the value of shipment for the industry is projected to reach $10.8 billion—also 5 percent more than is expected for all of 1972. The ratio of output to installed capacity seems certain to continue high, auguring well for greater profitability.

Industrial Organic Chemicals — Industrial organic chemical shipments — which should increase to $10.3 billion during 1972, 11 percent more than 1971 levels — can probably expect another 10 percent gain in shipments in 1973. This would bring industrial organic chemical shipments to nearly $11.4 billion in the coming year.

However, shortages of some basic chemicals could result from a continued heavy demand for aromatic chemicals—particularly benzene and zylenes, supplies of which have been affected by the need for aromatics to boost gasoline octane without the additions of lead anti-knock compounds.

Air Conditioning and Commercial and Industrial Refrigeration — Housing starts and commercial and industrial construction are expected to be strong in 1973, stimulating demand for air conditioning and refrigeration equipment.

Total shipments of all types of air conditioning and refrigeration equipment are expected to rise about 8 percent in 1973 to more than $5.5 billion. Exports should also continue to increase at the same rate, and imports—which have been rising steadily in recent years—will continue rising, but are not expected to be a major factor affecting

the industry in the coming year of 1973.

Machine Tools—Orders in the machine tool industry rebounded early in 1972 from the depressed level of 1970 and 1971. In 1973, machine tool shipments should probably reach $1.4 billion—provided current capital investment trends continue. This could mean a 27 percent increase over the expected shipments level for 1972. Metal cutting type machine tool shipments in 1973 are expected to be about $1,040 million, a 37 percent jump over 1972, and metal forming machinery shipments are estimated at $390 million, a 7 percent increase over 1972.

Metal Cans—Metal can shipments should show a 10 percent leap over 1971 shipments, hitting a total value of shipments of $4.7 billion by the end of 1972. Demand for metal cans should continue to grow through 1973, to approximate 174 million base boxes—a 4 percent climb over the expected 1972 figure, with the value of metal can shipments exceeding $5 billion—7 percent higher than 1972.

Growth forecast

Although solid waste problems of an environmental nature are growing, beverage cans, one of the largest problems in this area, are still expected to be the principal growth factor in the metal can industry.

Construction — The construction industry in 1972—for the second consecutive year—has provided the major impetus to growth in the Nation's economy. The 12 percent overall rise in value of construction put in place in 1972 is expected to be followed in 1973 by a more modest gain of 7 percent, with total expenditures amounting to $130 billion.

Estimates for on-site built housing show possible declines to about 2.1 million units next year, but factory-built mobile homes are projected to increase to 650,000, a record gain. This means the 1971-1973 period will probably see 50 percent more housing units started and mobile homes produced than in the preceding three years.

A major rise in publicly owned construction is also anticipated during 1973, bringing spending in that category to $34 billion—up from the $31 billion expected this year. The 10 percent rise expected next year would be the largest year-to-year gain since the mid-1960s.

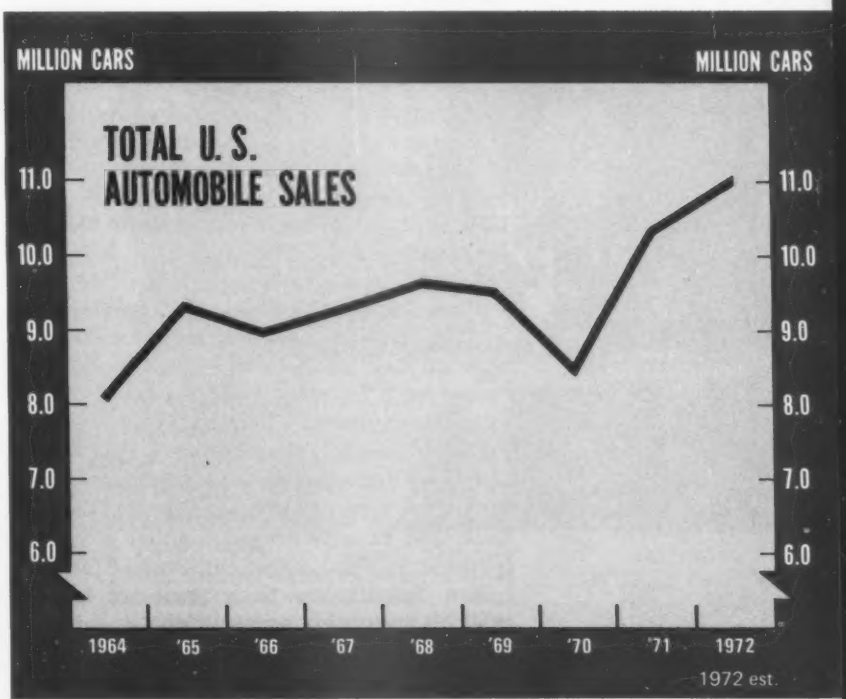
Automobiles—New records should be set for the production and sale of automobiles in 1972. The industry is expected to produce 9.4 million autos—surpassing the record set in 1965 of 9.3 million units. Demand in 1972 has been boosted by the elements of the excise tax, stable prices and rising consumer confidence.

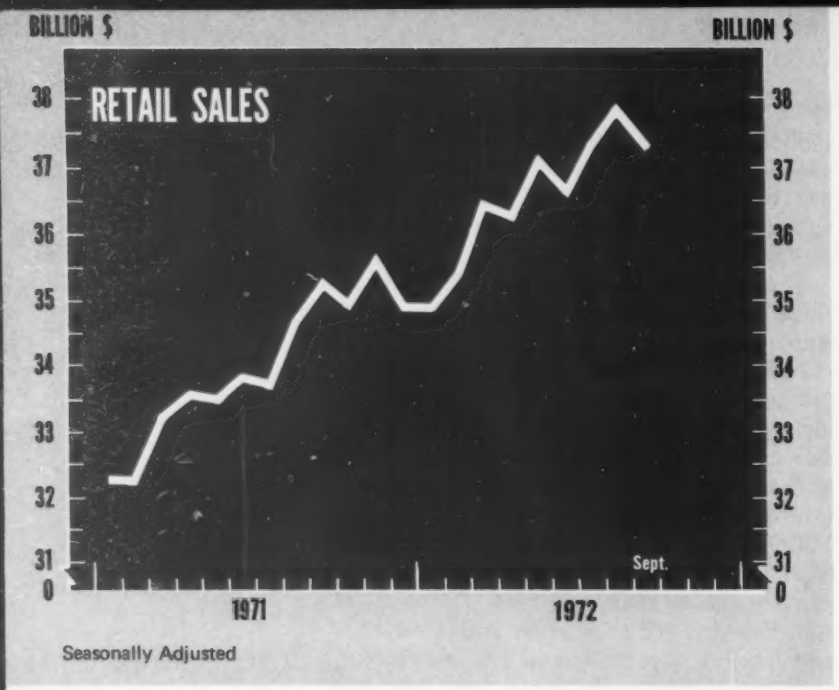
The motor vehicle boom is expected to continue in 1973, because of further gains in employment and incomes.

Production of passenger cars to satisfy the demand is expected to exceed 9.5 million vehicles during 1973. And, while imports of foreign cars are expected to increase, their share of the domestic market will probably be held to around 15 percent.

Truck and Bus Chassis — At mid-1972, truck and bus chassis production was 21 percent higher than mid-1971. If rates are maintained, 1972 production will exceed 2.5 million units. But 1973 should be even better, with authorities projecting a 4 percent rise over 1972 and U.S. manufacturers producing 2.6 million truck and bus chassis next year. Retail sales are expected to rise to 2.6 million units, dollar value of that market reaching $10 billion.

Tires and Inner Tubes — Industry shipments of the tire and inner tube industry should approach $6 billion in 1973—up 7 percent from the 1972 level, assuming no significant work stoppages next year. The shift to higher priced bias-belted and radial tires will





continue in 1973, adding to increases in the value of shipments.

Lighting Fixtures — The industry should register total shipments of $2.7 billion by the end of this year, a gain of 16 percent over 1971. This advance in lighting fixture shipments is expected to continue in 1973 to reach an estimated $2.9 billion, or 8 percent over 1972. The increases are attributable to the recordbreaking years in the construction industry.

Household Appliances — The same factors influencing the growth in sales of appliances this year—the continued high level of housing starts, increased personal income, and the propensity of consumers to spend their money on household furnishings—should continue through 1973. As a result household appliance industry shipments in 1973 are expected to approach $7.6 billion, about 5 percent over 1972.

Photographic Equipment and Supplies — Spurred by technological advances in the amateur field and wider photo uses in commerce and industry, shipments of photographic equipment and supplies are estimated to reach a new high of $5 billion in 1972—an increase of 8 percent over 1971. The momentum is expected to carry through 1973, and experts project another 8 percent increase to total shipments valued at $5.4 billion. Import growth is projected to slow in 1973, with more opportunities opening up for export expansion.

Soft Drinks—The soft drink industry is expected to perform well in 1973 despite unsettled problems relating to franchising, ecology and restrictions on usage of saccharin. Shipments of bottled and canned soft drinks for 1973 are expected to reach $6.1 billion—10 percent above 1972 levels.

Domestic Telephone and Telegraph—Continued growth and expansion of the telephone and telegraph industry is looked for in 1973, due to increasing demands for traditional services, mobile radios and data transmission as well as the continued upswing of the economy. Operating revenues should exceed $29 billion in 1973, an increase of about 15 percent over the $25.5 billion expected for 1972. Capital expenditures will continue to rise in 1973—reaching over $13 billion—up $1.6 billion from the $11.4 billion estimated for 1972.

Television Broadcasting—Following an expected all-time high in 1972 (when television broadcasting revenues are expected to hit more than $3 billion, an increase of nearly 10 percent over 1971), the outlook for the industry in 1973 is for another healthy gain of 9 percent to a level of $3.3 billion. In 1973, the earnings of the industry are also projected to approach $590 million.

Retail Trade — Renewed consumer confidence has been reflected in rising retail trade during the first half of 1972. In fact, the consumer "buying spree" in the first six months of the year brought the value of retail sales 9 percent above the same period last year. For 1972 as a whole, retail sales are expected to reach almost $450 billion. This figure in 1973 will probably rise to $482 billion, 8.5 percent above the projected 1972 total.

Commercial Banking — Commercial bank loans, which showed considerable strength during the first half of this year and are expected to surge ahead further in the second half, are also projected to show strong gains in 1973. It is expected that the demand for loans should continue strong next year as a result of advances in plant and equipment spending, inventory accumulation and consumer expenditures. Loans, therefore, should increase 14 percent in 1973, reaching $447 billion.

Bank investments in securities and mortgages will probably grow at a slower rate, but will still increase 10 percent to $209 billion. A 13 percent increase in time deposits is expected in 1973, down from the 16 percent gain in 1972, as the high volume of savings recedes. Some slackening may also be seen in the growth of demand deposits.

Concession Program Offers Numismatics As Profit Venture

Medallions, Prints, Among Items To Boost Sales For Minority-Owned Firms In Federal Buildings

In Philadelphia this month, a minority-owned concession has opened in a Federal building.

This fact in itself is not news, since from the beginning of the Federal Government effort in 1971 to assist minority-owned firms to open concessions in Federal buildings, 91 such concessions have been established.

What is news is that this concession, owned by a Cherokee Indian, a black, and a white man, is the first such business to incorporate a new program offered to it by the Treasury's Numismatic Sales Program for Minority-Owned Concessions.

When John L. Clay (the Indian), Larry Smythe (the black man), and Robert Levenson (the white man) open the doors of their new variety shop in the Customs House in Philadelphia, through the new Numismatic Program they will offer for sale U.S. Mint-produced medals of all types and sizes, as well as Bureau of Engraving and Printing engraved and lithographed printings of presidents, chief justices, famous Federal buildings, U.S. and presidential seals, and other historical documents.

PROGRAM ANNOUNCED — *Treasury Secretary George P. Shultz discusses medallion program. From left are Antoinette Ford, White House Fellow; Arthur F. Sampson, Acting Administrator, GSA; Arthur Williams, Acting Asst. Director for Community Programs, OMBE; Secretary Shultz; Mary T. Brooks, Director of the Mint; James A. Conlon, Director, Bureau of Engraving and Printing.*

Arthur F. Sampson

Mary T. Brooks

James A. Conlon

John L. Jenkins

Anthony G. Chase

LEADERS IN PROGRAM—*The Federal minority concession program emphasizing medallions and engraved printings is led by Federal officials (from top and clockwise) Arthur F. Sampson, Acting Administrator of the General Services Administration; James A. Conlon, director of Bureau of Engraving and Printing; Anthony G. Chase, Deputy Administrator of the Small Business Administration; John L. Jenkins, Director, OMBE; Mary T. Brooks, Director of the Mint.*

These medallions and printings have been made available to them at discount rates through the Treasury Bureau of Engraving and Printing and the Bureau of the Mint, with the further cooperation of the General Services Administration, the Department of Commerce, and the Small Business Administration.

Additional outlets

Through the additional sales outlets provided by the minority concessions, these top quality medals and documents, commemorating the Nation's history will be made more widely available for purchase by the general public, as well as by special groups, including school children, members of historical and patriotic organizations and others.

All minority-owned concessions are being offered discount rates from the over-the-counter prices of these medallions and printings, if the items are bought in quantity, and these concessions are being encouraged to price the items high enough to realize profits from their sales.

Marketing ideas

Minority-owned concessions which purchase these Treasury items in bulk for resale are also being given marketing suggestions and ideas. For instance, the Mint doesn't make jewelry, but some of the numismatic items are quite attractive when worn as pendants, necklaces, earrings, rings, belts and pins. A concessionaire could purchase the needed chains and clips in bulk from a jeweler, and the concessions are being recommended to those jewelers who have received Federal gold regulation approval for the purchase of these items.

The announcement of the pilot project of the program, in the new gift shop in Phila-

delphia, was made by the Secretary of the Treasury, George P. Shultz, who said of this new step to help minority business, "It is a small step—but one more effort to respond to the needs of minority entrepreneurs."

The Secretary made the announcement in Philadelphia, he said, because the new proram has been designed by a White House Fellow, Antoinette Ford, who comes from Philadelphia, the medals to be sold are made at the Philadelphia Mint, and the "new program will be put into practical operation for the first time at a minority enterprise being set up at the Customs building in this city."

The program, itself, is an outgrowth of a directive from President Nixon, who—recognizing the need for Government incentives and leadership—directed "all Federal Departments and Agencies to respond to the aspirations and needs of minority entrepreneurs, particularly by use of their procurement powers."

It actually had its beginning in December 1970, when the National Task Force Minority Business Concession was established, with Arthur F. Sampson, now Acting Administrator for the General Services Administration, as its Chairman.

Sampson defines the specific mission of this Task Force as one "to expand the number of minority group members operating business concessions in Federal facilities throughout the Nation."

In its first year of operation, 20 such concessions were opened. With the number now at 91, Sampson is still not satisfied, and indicates the campaign will continue until at least one minority-owned concession has been established in each Public Buildings Service field office nationwide (of which there are 208).

The aim of the Minority Business Concession Program is not only to create opportunities for the development of new entrepreneurs, but also to increase the viability of existing businesses, through technical, managerial and what other assistance these minority firms need.

Under the provisions of Section 8(a) of the Small Business Act, minority entrepreneurs can be selected noncompetitively to establish and operate these concessions in Federal buildings. A prospective concessionaire must submit a Business Qualifications Resume which will be used to evaluate his financial and managerial capabilities as well as his eligibility under the 8(a) program. After a prospective concessionaire has been approved by the interested property holding agencies and SBA, he will be matched with an appropriate concession site in his area.

Help along the way

The concessionaire is given help of all types and at all stages—preparation of the Business Qualification Resume, arrangements for financing, marketing expertise, and bookkeeping assistance — from SBA, Commerce's Office of Minority Business Enterprise and the property holding agencies, such as GSA.

The property holding agencies are responsible for providing suitable space for the concession and bear the cost of bringing the selected area up to the standard of general purpose space in the building. The agency also provides heating and ventilation, adequate entry and exit and reasonable use of freight elevators, driveways and loading platforms.

The concessionaire is responsible for all space preparations and equipment, such as fixtures, plumbing and utility connections to Government lines, display cases, shelving, and decor, which are necessary for the installation and operation of the business.

SAMPSON AT DESK—*Arthur F. Sampson, Acting Administrator, General Services Administration, is shown studying the minority concession program. He was first chairman of the National Task Force of Minority Business Concessions.*

DISPLAY INSPECTED—*James A. Conlon (left), Director, Bureau of Engraving and Printing, and Mary T. Brooks, Director of the Mint, inspect a display of medallions and engravings.*

In lieu of rent or other charges, the concessionaire will generally pay to the Government 1.5 percent of his monthly gross operating revenue.

Although Secretary Shultz and the Treasury Department were interested in fully participating in the minority-business concession program, the problem of how this Federal agency could become involved had to be solved.

Discount rates

Mary T. Brooks, Director of the Mint, agreed and suggested that the numismatic and historical items could be made available at discount rates for quantity purchases to minority-owned concessions. Such a program had already been set up for Government-sponsored centers; such as, Presidential libraries, Park Services, and the Kennedy Center, and was proving to be successful.

Moreover, there are currently very attractive numismatic sales areas in the San Francisco, Philadelphia and Denver Mints and in the Main Treasury Building in Washington. The sales volume of the Mint items in these areas is good, attesting to the fact that medals of all sizes are very good products—particularly in locations where there is found to be very heavy visitor traffic.

James A. Conlon, Director of the Bureau of Engraving and Printing, also agreed that a variety of engraved and lithographed prints of historical significance, illustrative of the types of printing employed in the production of United States securities, are good sales items as well, and offer another way that minority concessions can make a profit.

No security items

Since neither the Mint nor the Bureau of Engraving and Printing makes available under this program anything except non-security items (the Nation's money is not being issued at cut-rate prices), the General Counsel's office gave its favorable opinion, and Directors Brooks and Conlon worked closely with the General Services Administration and with OMBE to make this program possible.

Antoinette Ford, as a White House Fellow assigned to Treasury, coordinated the entire program, and has said that bulk discount sales to the concessionaire are justified either from the standpoint of savings to the Government or as consistent in principle with the allowance of cost differential on 8(a) contracts.

Mrs. Brooks said, "It is hoped that any minority concession contracts entered into under this program will be of material benefit to the businessmen and also enhance the offerings of the shops in Government buildings."

First of many

The pilot project in Philadelphia is hoped to be the first of many. Gift shops, variety stores and other minority-owned concessions across the country in Federal buildings are all eligible to sell these numismatic items, together with their other stock — such as greeting cards, postal cards, souvenirs and other gift items. No minority-owned concession will be limited just to the medallions or the printings.

OMBE, of course, is coordinating the action, and GSA is dedicated to giving this added assistance to the Federal minority concessions.

Sampson noted that GSA is excited about this additional help being given to the Minority Business Concessions Program and believes it will help concessionaires boost their sales.

U.S. And Poland Sign Trade Accords Covering Credit And Facilities

Agreements Carry Out Aims Of President's June Talks; Could Triple Levels Of Trade

A five-day series of meetings of the second session of the Joint American-Polish Trade Commission ended Nov. 8 with agreements on a number of basic commercial and economic issues including reciprocal availability of trade credits, expanded arrangements for business facilities, and third country arbitration.

The Joint American-Polish Trade Commission was established during President Nixon's visit to Poland last June when he met with Polish President Jablonski, Chairman of the Polish Council of Ministers Jaroszewicz, First Secretary of the Central Committee of the Polish United Workers' Party Gierek and other Polish leaders. Article 3 of the Joint Communique signed at the end of the President's trip stated:

"Both sides noted with satisfaction the increasing commercial and other economic ties between the two countries and concluded that there are considerable possibilities for their further expansion. With this in mind the two sides discussed issues related to commercial exchange and financial and credit matters.

"The Polish side indicated an interest in increased purchases of capital goods, licenses and technology in the United States.

"The U.S. side undertook to consider in a constructive manner further steps leading to increased bilateral trade and economic cooperation.

"The two sides will exchange information leading to expanded trade relations. In the interest of broadening and facilitating trade relations between the two countries and working out concrete steps toward that end the two sides decided to create a joint Polish-American Trade Commission.

"The two sides will encourage and support contacts and cooperation between economic organizations and enterprises of both countries."

Secretary of Commerce Peter G. Peterson led an American delegation to the First Ses-

WELCOME TO U.S.—*Poland's Foreign Trade Minister Tadeusz Olechowski (right) is greeted upon arrival in this country by Secretary of Commerce Peter G. Peterson. Minister Olechowski led a Trade Delegation from Poland to the Second Session of the Joint American-Polish Trade Commission; Secretary Peterson headed the U.S. group in the commission.*

sion of the Joint American-Polish Trade Commission held in Warsaw in early August. The Polish delegation was headed by Trade Minister Tadeusz Olechowski. A wide range of matters was explored including potential for substantial increases in trade and commercial, industrial and technical cooperation.

Reciprocal Trade Credits. Each Government agreed to make available to the other, on a reciprocal basis, trade credit arrangements customary in the financing of exports. On Nov. 8 President Nixon determined that the Export-Import Bank of the United States may engage in transactions with Poland. Poland has given assurances that the facilities of the Bank Handlowy W Warszawie S.A. and the credit facilities of the Polish foreign trade organizations will be available to American importers.

Poland has executed an agreement on financing procedures with the Eximbank and will be accorded terms not less favorable than those usually extended to other purchasers in similar transactions. Standard Eximbank policies concerning private participation in credit facilitation will apply—such as the requirement that all credits in excess of $10 million will be subject to the usual review by the National Advisory Council.

Recently the Polish Government entered into an interim agreement with the Foreign Bondholders Protective Council, Inc., with respect to dollar bonds issued prior to World War II, which agreement contemplates negotiation of a final settlement of such matter by mid-1975.

Level of Trade. The Polish proposed the possible purchase over the next several years of substantial quantities of agricultural products if adequate government credit facilities were made available. Such purchases include such possibilities as grains (up to 1 million to 1½ million tons annually—largely feed grains) and also soybeans, edible oils and linseed oils, and would begin in the summer of 1973.

The U.S. indicated that it would be willing to consider credit facilities for some of these products but not for others. For example, it was pointed out that soybeans and soybean meal would not be eligible for export credit. As to the balance of the purchases, the U.S. indicated that this would require further study as to such questions, for example, as limits on the credits that would be made available as well as credit terms.

It was agreed that a study of credit possibilities would begin promptly and a Polish negotiating team would return within the near future to continue discussions with Agriculture Secretary Earl Butz and other government officials on possible purchases of agricultural commodities and, in particular, on available credit and credit terms.

In addition, Poland plans to increase their purchases over the next several years of manufactured products from current levels of $2-3 million annually to approximately $150

million annually. Total U.S. machinery exports to all countries in 1971 were $11.6 billion.

In view of such intentions, it is expected that annual bilateral trade between the U.S. and Poland will be at least triple current levels within the next five years. U.S. exports to Poland over the next several years can be expected to at least quadruple over recent levels and the trade balance will shift from a U.S. deficit of $30 million in 1971 to a surplus.

In recent months, several Polish purchasing teams have visited the United States to solicit offers for machinery and equipment such as food processing, machine tools and earth moving equipment. In addition, it is expected that two more teams will visit the United States to solicit offers for chemical processing plants and steel making equipment.

Poland expressed strong interest in finding American partners for long term joint economic projects particularly in the fields of machinery and equipment manufacture and chemicals. The Polish delegation proposed various alternatives which included shared profits and shared management responsibilities.

Market Disruption. Poland has been accorded non-discriminatory tariff treatment by the United States since 1960 and has been a member of the General Agreement on Tariffs and Trade (GATT) since 1967.

Both Governments reaffirmed their adherence to their obligations under the GATT to consult with each other to develop mutually acceptable solutions in the event of imports which cause, threaten or contribute to dumping or disruption of domestic markets.

Business Facilities in Warsaw. Like all foreign firms, without accreditation by the Polish Government U.S. firms may not establish a permanent office in Warsaw with the power to hire local personnel and the right to receive office space, facilities and housing. Only one U.S. firm—and it is engaged in the travel industry—has been accredited. Previously, foreign firms that were accredited in Warsaw to do business could only engage in technical service businesses—not buying, selling and other commercial activities. The rule will now be changed to permit commercial activities.

Any problems arising out of these accreditation procedures will be resolved through the Joint American-Polish Trade Commission. Poland has agreed to further negotiations toward assurances that U.S. accredited companies will be authorized to employ Polish personnel, acquire needed telephones, telex equipment and other communications facilities promptly, import promptly needed equipment such as typewriters, calculators, dictation and copying equipment, and automobiles and personal items such as furniture and appliances, have access to suitable housing and receive prompt processing of visa requests.

AT WASHINGTON SESSION—*Discussing a point at the meeting in Washington of the Joint American-Polish Trade Commission were (from left) Poland's Foreign Trade Minister Tadeusz Olechowski, Assistant Secretary of Commerce Andrew E. Gibson, Poland's Ambassador to the U.S. Witold Trampczynski, and Henryk Kisiel, Deputy Chairman of the Polish Planning Commission.*

Poland will give consideration to construction of a large hotel-office-apartment complex trade center in Warsaw. The trade center would contain a substantial number of company offices, first-class hotel rooms and apartments and related support activities.

Last weekend the United States opened a trade information and development office in Warsaw. The first such facility in an Eastern European country, the office will serve American businessmen in opening up Polish markets. **(See story, Page 37)**

Poland plans to open an office of the Polish Foreign Chamber of Commerce in San Francisco to represent Polish foreign trade organizations in markets in the Western part of the United States.

Arbitration. For the last 23 years Poland has had a policy of encouraging arbitration

POLAND'S INTERNATIONAL TRADE FAIR GROUNDS—*Commercial exhibitions at this site in Poznan have been a major vehicle for trade contacts between Polish and Western businessmen.*

under the auspices of the Court of Arbitration of the Polish Chamber of Foreign Trade in Warsaw which consists of not less than 30 arbitrators who are all Polish nationals. Arbitration in a third country was agreed to by Polish foreign trade organizations only if the Western firm demanded and was able to negotiate a third country provision in the purchase or sale contract. By contrast, the rules of the American Arbitration Association provide that where a party to an arbitration proceeding is not an American, he has a right to have the controlling arbitrator be from a third country. The agreement signed Nov. 8 encourages settlement of commercial disputes by arbitration under rules of the International Chamber of Commerce or the Arbitration Rules of the Economic Commission for Europe, a United Nations agency, in a country other than Poland and the United States with arbitrators appointed by an authority in a country other than Poland and the United States. Parties to contracts, however, are free to decide on any other means of arbitration "which they mutually prefer and agree best suits their particular needs."

Overall Assessment. Minister Olechowski and Secretary Peterson said: "Both delegations have agreed to review the principles that could underlie long-term economic, industrial and technological cooperation between the United States and Poland. In particular, both sides have expressed willingness to explore and promote new forms of industrial and technological cooperation and joint commercial and manufacturing enterprises that establish lasting ties between the two countries. Both countries agree that important first steps toward establishing the framework for long-term cooperation between the two countries have now been taken with the reciprocal establishment of credit facilities, provision for expanded business facilities in both countries and affirmation of intent to use established international forums and principles to resolve commercial disputes and market disruption problems.

"At the same time, both countries agree that these are first steps and that efforts should continue to define additional guidelines for durable and mutually beneficial methods and areas of cooperation. The Joint U.S.-Polish Trade Commission will serve as a focal point for exploring how to advance further the important and continuing process of long-term economic, industrial and technological cooperation between the United States of America and the Polish People's Republic.

"The Commission considered the results of its Second Session as very useful and noted that the agreements and arrangements entered into are positive and constructive contributions toward the strengthening of our bilateral relations as intended by the leaders of the two countries in establishing the Commission."

DOMESTIC BUSINESS REPORT

- **Report paints population portrait**
- **Advertisers pledge consumer message**
- **Minority leaders point way for others**
- **Five-state freight rate study begun**
- **Minority businesses make progress**
- **U.S. moves to curb rising lumber prices**

Report Paints New Population Portrait

Where Mr. and Mrs. (Ms?) America live and work and hundreds of insights into the structure of their family and their lifestyles are revealed in a social and economic portrait of the U.S. population.

The thick new volume, published by the Census Bureau last month, includes a variety of pieces of information such as the large suburbs now equal central cities as providers of employment.

Its colorfully illustrated statistics say much about the striking changes in the status of women, the status of blacks and other minorities and the role of young and older people in a changing U.S. society and economic structure.

For example, the volume says:

► Forty percent of women 14 years old and older were in the labor force in 1970, compared with the one in four who were employed or actively seeking work in 1940.

► Men are moving up to professional and technical occupations at a faster rate than women, and women of Negro and other races are moving up to these occupations faster than white women.

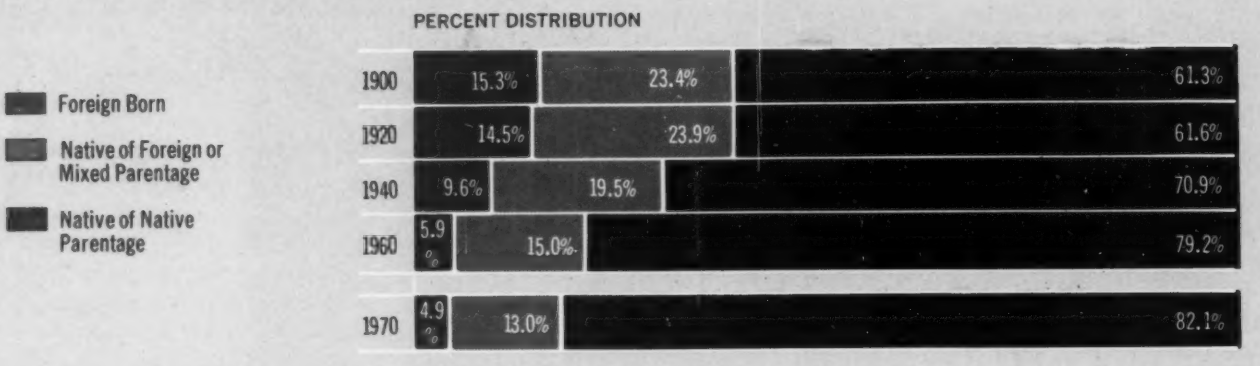
► A total of 28.1 million veterans of all wars was counted in the 1970 population census and nearly half of these fought in World War II.

► The proportion of children in the U.S. living with both parents declined by 4.1 percentage points during the decade of the 60s. The 1970 census found 82.7 percent of 69.9 million persons under 18 living with both parents, compared with 86.8 percent of 64.3 million under 18 living with both parents in 1960.

► A total of 2,685,144 employed Americans worked at home in 1970. Farmers made up the largest number in this category. Of the work at home population, 2,543,167 were whites and 116,214 were blacks. Also, 53,287 were of Spanish heritage.

► School dropouts are more likely to be rural than urban

NATIVITY AND PARENTAGE OF THE WHITE POPULATION: 1900, 1920, 1940, 1960, 1970



dwellers. And, nationally 15.2 percent of the young men 16 to 21 years old were school dropouts—that is, those in this age category who were not then enrolled in school, not high school graduates.

► The number of American men and women working for various Federal, State, and local government agencies has increased by nearly four and a half million since 1960. Based on 1970 figures, government agencies employ 12,320,637 Americans, or 14 percent of working men and 19.5 percent of working women.

► More than seven times as many women received incomes of $10,000 or more in 1969 than in 1959. And, the number of men with $10,000 or more in 1969 was four times the 1959 total. The number of women receiving incomes of $7,000 to $9,999 was seven times greater in 1969 than 1959.

► More than one person in four in the Northeast and one in five in the West are of foreign birth or parentage.

► Nearly one of every five workers who live in U.S. metropolitan areas must cross county lines to get to work. The percentage of all metropolitan commuters who live and work in different counties is 18.5 percent. Because of the number of counties within New York City. That area, at 42.2 percent, ranked among the five highest.

► Slightly fewer Americans changed residence in the latter half of the 1960s than during the corresponding half of the 1950s. Fifty-three percent of the population five years and over were living in the same residence on April 1, 1970 as five years earlier. The comparable figure ten years ago was 50 percent. There was little difference in the length of residence figures for whites and Negroes in 1970.

► Attendance by men in high schools and colleges increased enough during the 1960-1970 period that the 1970 census showed them equaling—at 12.1 years—the median educational attainment of women who had been staying in school a little longer in recent years.

► The Nation's Spanish heritage population is young, largely urban and highly mobile. It has a median age of 20.7 years and nearly 88 percent—8.2 million of the total Spanish heritage population—had urban residence.

► One-fifth of the Nation's senior citizens were living in the low income category.

One-fifth of the Nation's families had incomes of more than $15,000 a year.

There were about 10 million families — about one-fifth of all families—whose incomes were $5,000 and below. Only five percent or 2.4 million had incomes of $25,000 or more. And a tenth of all families had women as their head.

The suburbs

On Census Day—April 1, 1970—the central cities had 52 percent of total metropolitan area jobs—11,224,000. And 10,158,000 jobs were in the suburbs. Even in Washington, D.C., with its heavy concentration of government employment, more than 50 percent of all jobs are now suburban.

New York City still provides two-thirds of the jobs in its huge metropolitan area. But in nine of the 15 largest metropolitan areas the suburban jobs have equaled or outnumber those in the central city.

The Census Bureau also found that 4.2 million people commute by bus or street car, 1.8 million by subway or elevated trains, 500,000 by railroad, and 300,000 by taxi. The number who walk to work is 5.7 million. And 59.7 million, either as passengers or as drivers, commute to work by automobile.

There are 100 women for every 95 men. More women are entering the work force, earning more, stay-

ing single longer and having fewer children when they do marry.

The increase in labor force participation among women is evident for all age groups. For instance, 47.8 percent of women 45 to 64 years of age were in the labor force in 1970 compared with 20.2 percent in 1940, and the proportion of those 35 to 44 in the labor force rose from 27.2 percent in 1940 to 50.3 percent in 1970. The labor force rate for the 25 to 34 year group advanced from 33.3 percent in 1940 to 44.9 percent in 1970.

Women

Younger women have shown the same pattern of increasing participation in the labor force, although the increases have not been as sharp because a larger proportion of younger women were in the labor force 30 years ago. For example, 47.4 percent of the 18 and 19 year olds were in the labor force in 1970, compared with 40.1 percent in 1940. And, 56.1 percent of those 20 to 24 years were in the labor force in 1970 compared with 45.6 percent in 1940.

The percentage of white women in the labor force in 1970 exceeded that for blacks and other racial minorities in the younger age brackets, but the ratio was reversed above the age of 25. For example, 48.9 percent of all white women of 18 and 19 years of age were in the labor force, compared with 38.1 percent of the women of the black and other races. But for women 25 to 34 years the percentage had switched to 57.6 percent for blacks and other races and 42.9 percent for whites.

There were 1.6 million women who had incomes of $10,000 or more in 1969, compared with the 216,000 reported in 1959. Nearly 3.4 million women received between $7,000 and $9,999 compared with 429,000 a decade earlier.

Women of black and other races showed even greater income gains than all women. More than 24 times as many were receiving $10,000 or more than a decade earlier, and the number receiving between $7,000 and $9,999 increased to 306,000.

There were 50 million women who had received income in 1969; the median figure for all of them was $2,330, up from $1,415 a decade earlier. The median income of rural farm women was $1,642 in 1969 and $824 a decade earlier; urban women had a median of $2,516 and a 1959 median of $1,606; and rural nonfarm women received a median of $1,834 in 1969 and only $952 in 1959.

The majority of men 16 years and over who worked in 1969 worked the entire year (67.4 percent), whereas women tended to work less than a full year. Specifically, 27.8 percent of women worked 27 to 49 weeks and 28.3 percent worked 26 weeks or less. In every state, over half of the men worker 50 to 52 weeks. For women, this was true only in the District of Columbia and Hawaii where 55.8 percent, respectively, worked year round.

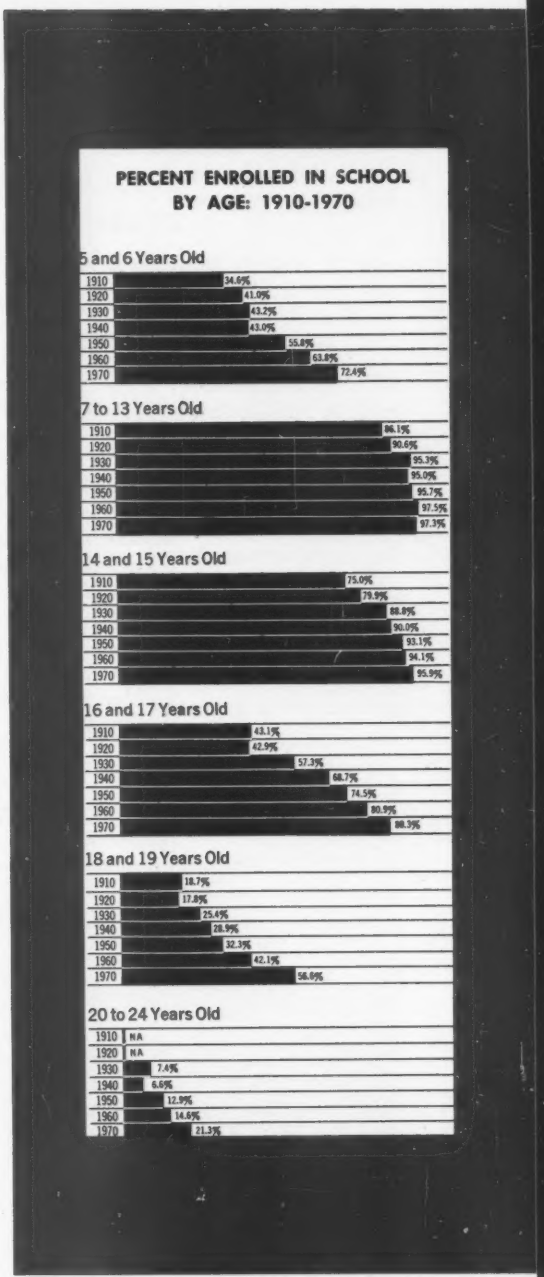
Women in the 40 to 59 year age bracket were more likely than younger women to have worked the maximum number of weeks (50 to 52 weeks). Fifty-five percent of those 40 to 59 years worked the maximum in 1969 while only 44 percent of those 25 to 39 years and only 27 percent of those 16 to 24 years worked the maximum number of weeks.

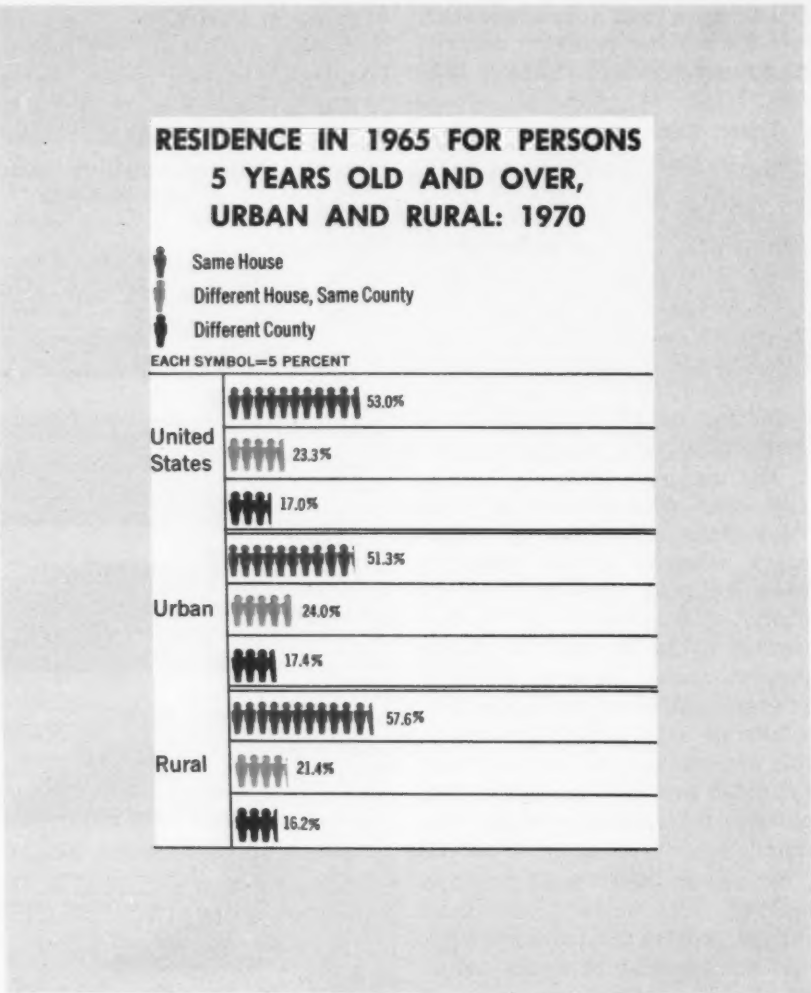
Men moving up

The proportion of employed men in professional and technical occupations rose 3.6 percentage points (from 9.9 to 13.5 percent), while the proportion of women in these jobs increased 2.1 points (from 12.7 to 14.8 percent). The proportion of employed women of Negro and other races in these occupations rose 3.5 points (from 7.5 to 11.0 percent), while the proportion of employed white women rose 1.9 points (from 13.4 to 15.3 percent).

The Census Bureau report also shows that women, especially women of Negro and other races, are moving out of private household work. Between 1960 and 1970, the number of these women dropped from 898,000 to 529,000, a 378,000 decline. The number of white women declined from 758,000 to 533,000, a 225,000 drop for a total decline of 603,000.

The distribution of employment among industries has also changed. During the 1960-70 decade, the pro-





portion of employed persons in agriculture, forestry and fisheries was nearly halved and the proportion in manufacturing fell significantly, while an appreciable increase occurred in the proportion working in the professional and related service industries.

A new question in the 1970 census inquired of a sample of the population as to employment activity in 1965. Answers to the question indicate movement into and out of the labor force. A limited amount of data is tabulated in the report for selected groups.

For example, among men 39 to 49 years old in 1970, 6 percent of the whites, 12.9 percent of the blacks, and 8.3 percent of those of Spanish heritage were working in 1970 but did not have jobs five years earlier. Conversely, there were some men who did have jobs in 1965 but were not working in 1970: 4 percent of the whites, 7.1 percent of the blacks, and 6.6 percent of the Spanish speaking. An additional 2.9 percent of the whites, 8.8 percent of the blacks, and 4.6 percent of the Spanish speaking were not working in either year.

Residence

Place of residence, inside or outside metropolitan areas, made little difference in the proportions of these men who were working in 1970 but were jobless in 1965: 6.8 percent in the metropolitan areas and 6.5 percent in nonmetropolitan areas. However, the proportions were slightly greater in the nonmetropolitan areas for the other two categories in the report.

Data from the new question in the 1970 census also reveal some interesting facts about working mothers. By cross tabulating women 21 to 49 years old at the time of the census with the ages of their children and their labor force status in 1970 and five years earlier, it is possible to see the influence the age of children has on mothers' participation in the work force.

In 1965 there were approximately 5.3 million women 16 to 44 who had no children under age five but who, by 1970, did have preschool age children. Of these women, 2.4 million were working in 1965, but by 1970, 1.6 million, or nearly two-thirds, were not at work. The remaining one-third continued to work, indicating that the presence of young children is not the deterrent it once was for a mother to work.

Among women in the same age group who were working in 1965 and who had no preschool age children then or in 1970, over 80 percent were still working in 1970. Among the mothers of preschool children in 1965 who were not working at that time and who had no further children by 1970, over 30 percent had begun working in 1970.

Copies of "General Social and Economic Characteristics: U.S. Summary," PC (1)-C1, are available for $2.25 each from the Superintendent of Documents, Government Printing Office, Washington, D.C., 20402, or any Commerce field office. —*Census Bureau*

Ombudsman For Business

Businessmen who need assistance in their dealings with the Federal Government now have a central office in Washington, D.C., to write or call for information, suggestions, or even for registering complaints —the Commerce Department Ombudsman for Business.

All inquiries should be addressed to the Ombudsman, Thomas E. Drumm, Jr., Special Assistant to the Secretary, U.S. Department of Commerce, Washington, D.C. 20230, or call 202-967-3178.

Top U.S. Advertisers Pledge Consumer-Oriented Messages

Eighty-five percent of the country's top 100 national advertisers have pledged action on a National Business Council for Consumer Affairs recommendation that corporations establish written policies and procedures for advertising and promotion practices.

The suggestions, according to the presidential advisory panel, would enable U.S. businesses to better respond to consumers demands.

Commitments

The commitments are among replies to a letter mailed a year ago by the NBCCA Sub-Council on Advertising and Promotion to some 1,200 U.S. companies urging involvement of top executives in development of policies which keep pace with the evolution of consumer expectations.

In its letter, the Sub-Council had suggested implementation of written advertising and promotion policies and procedures in recognition of and response to the growth of consumerism in America.

That letter, signed by Robert Keith, chairman and chief executive officer of The Pillsbury Co., and Archibald McG. Foster, chairman and chief executive officer of Ted Bates and Co., stated the Sub-Council's belief that consumerism "is alive, growing, and constantly changing, that it is not a static set of problems seen today and readily solved tomorrow; rather it reflects changes in values, attitudes, ethics, and taste as they occur."

Keith and Foster, who serve as chairman and vice chairman of the NBCCA Advertising and Promotion Sub-Council, said the project had generated over 630 replies from all advertisers queried.

"Of those, well over 90 percent of the corporations expressed commitment to recommendations of the Sub-Council and over 110 corporations provided samples of their written advertising and promotion policies and procedures statements," Keith noted.

In its report the Sub-Council urges:

- The chief executive officer of a corporation should be involved in the development of advertising and promotion policies and procedures.

"The basic beliefs, philosophy, principles, and long range goals of a corporation are molded by its top management," the Sub-Council asserts. "If these are to be reflected in the company's advertising and promotion practices, the chief executive officer must take an active part in the development of policies and procedures relating to those practices. In addition, his interest in, and commitment to, these statements must be made known to all individuals associated with the organization's advertising and promotion functions.

- The statement should be in writing.

Unless statements of policy are set forth in written form, the Sub-Council states, they cannot serve effectively the primary goal of the project, which is promoting the maintenance of the highest levels of advertising and promotion practices.

- The statement should be disseminated to all individuals involved in the organization's advertising and promotion functions.

"Thorough, unambiguous and continuing dissemination of the policy and procedure statements to all who affect the company's practices is essential," the Sub-Council adds. "In short, the beliefs and principles, as well as the goals, of the corporation must be made clear to all those who design and implement its communications to consumers."

- The statement should be made available to interested individuals outside the organization.

The Sub-Council urged individual advertisers to consider means of advising consumers of management's willingness to make nonconfidential statements of advertis-

Archibald McG. Foster
President
Ted Bates & Co., Inc.

Robert J. Keith
Chairman
The Pillsbury Co.

ing and promotion policy available for review . . . and of management's interest in receiving comments and suggestions on these statements from all sincerely interested in maintaining high levels of practice.

"If a corporation's management is willing to have its advertising and promotional policies known," the Sub-Council explains, "the implication is clear that the organization has developed policies and procedures of which it is proud and by which it is willing to be judged."

- The statement should be subject to continuing review.

Continuing review

"Commitment to continuing review will help assure that the statements of policy and procedure keep pace with changes in corporate goals, in advertising and promotion techniques, and in consumer expectations," the Sub-Council says.

"Advice as to the occurrence or likelihood of change calling for revision of these statements can and should come from all individuals involved in the organization's advertising and promotion functions. It is recomended, however, that the leadership in reviewing these statements be provided by the chief executive officer as it was in their initial preparation."

In addition to those recommendations, the report contains several examples of policy and procedures statements already implemented by companies which responded to the NBCCA letter.

"We believe the examples will assist others in preparing their individual advertising and promotion guidelines," Foster explained.

"Our primary purpose is to encourage the writing of policies and procedures on an individual basis which assures that a corporation's communications to consumers reflect the company's basic goals and principles."

Keith said 78 percent of the replies came directly from chief executive officers, more than 40 percent made a special point of commenting on the significance of the project; some 40 percent indicated that specific action had been taken, or would be taken, directly as a result of the Sub-Council's letter.

"We believe adoption of individual written advertising and promotion policies and procedures will help promote the highest levels of advertising and promotion practices," Keith continued. "And we believe the response to our initial recommendations have been most encouraging."

Secretary Peterson will mail copies of the report to the 1,200 corporations which received the NBCCA's initial letter. In addition, Secretary Peterson has called on the Nation's advertising agencies, trade associations and others to work with the Council to "further implementation of the recommendations contained in the report."

The National Business Council for Consumer Affairs was established by President Nixon in August, 1971. Its over 100 members—representing a cross-section of American business—were given a mandate to develop a series of positive action programs which directly respond to and anticipate consumer demands.

CONSUMER DISPLAY—*Models surround this free-standing, point of purchase display which shows a selection of 23 of the most popular welded, weldless and decorative chains. Advertising is the subject of a special NBCCA report.*

On violence

The Advertising and Promotion Sub-Council issued a statement on "Violence and the Media" in September, calling for a voluntary reduction in the gratuitous use of violence by all involved in advertising and media programming. The Sub-Council will soon publish a report on substantiation of advertising claims. —*NBCCA*

How To Be A Success In Business Proved By 55 Minority Leaders Who Point The Way For Others

A National Recognition Awards ceremony held by the Commerce Department in Washington, D.C., late last month has served to point out to potential minority businessmen that they too can achieve success under the American free enterprise system — given the will and the opportunity.

At a minority enterprise awards luncheon, the first such program to be held by the Federal Government, 10 national finalists, 30 regional finalists and 15 nationally-known minority business leaders were honored by Secretary Peterson and the Commerce Department's Office of Minority Business Enterprise for their successful business activities and the contributions they have made to the advancement of minority business enterprise in the nation.

The 40 program finalists (including six from the majority community) were chosen from among nearly 700 candidates nominated by OMBE Business Development Organizations, Business Resource Centers, construction contract assistance centers, and local trade associations.

Nominations were made on the basis of excellence in business achievement and perserverence in the face of discouraging obstacles, as well as on the basis of racial and ethnic representation, geographic distribution, and distribution between the four major areas of commerce: manufacturing, service, retail and construction.

A screening committee consisting of representatives of Government and the private sector singled out 40 of the 700 original nominations for special recognition. From this 40, a blue ribbon panel of 13 minority and majority leaders selected 10 for special national recognition. The remaining 30 who received recognition certificates represent their respective areas from among the 10 OMBE field operating regions.

In addition to the 30 regional finalists and the 10 national finalists, OMBE also awarded 15 "Pacesetter" citations to minority businessmen of national renown for their inspirational leadership over the years. All of these minority leaders have long been recognized as pioneers in the minority business enterprise movement.

Pacesetter

Receiving "Pacesetter" awards were George E. Johnson, President, Johnson's Products Company, Chicago, Ill.; John H. Johnson, President, Johnson Publishing Company, Inc., Chicago, Ill.; Walter H. Sanderson, President, Walter H. Sanderson Manufacturing Co., Chicago, Ill.; David Whitekiller, President, Cherokee Nation Industries, Inc., Bartlesville, Okla.; Mary Jordan, President, Mary Jordan's Catering Service, Inc., Atlanta, Ga.; Lorimer D. Milton, retired President, Citizens Trust Bank, Atlanta, Ga.

Also, George Sandoval, President, Sandoval Distributing Company, Tucson, Ariz.; Anthony Maxwell, President, Banco Del Pueblo Bank, Santa Anna, Calif.; Norman O. Houston, Chairman of the Board, Golden State Mutual Life Insurance Co., Los Angeles, Calif; David T. Chow, President, David T. Chow Import-Export Co., Los Angeles, Calif.; Romana A. Banuelos, founder, Romana's Mexican Food Products, Inc., Los Angeles, Calif.; Albertus Isbell, Executive Vice President, Stax Record Co., Memphis, Tenn.; Monte F. Montez, President, Montez Enterprises, Inc., Kansas City, Mo.; Arthur G. Gaston, President, Citizens Federal Savings and Loan Association,

MINORITY HONORED—*Emily Santillanes (left) is among minority business leaders honored as a national finalist at the national recognition ceremony. She was presented an award of excellence by Secretary and Mrs. Peterson.*

PACESETTER—*David T. Chow (left), president of David T. Chow Import-Export Co., is shown receiving a "Pacesetter" award from Under Secretary of Commerce James T. Lynn.*

Birmingham, Ala.; Edna Massey, President, Ah-Ni Design Studio, Washington, D.C.

The 40 awards finalists were: Helen Greenwood Allen, Robert E. Bell, Ernesto Bocanegra, Pauline Brooks, Rudolph A. Cervantes, Richard R. Chavez, Robert Chiles, Pedro V. Cortez, Fred M. Crosby, Victor L. Drummond, Julian Garcia, Russell Goings, Earl G. Graves, Reggie Gray, Marion Duke Greene, Jr., Lucinda M. Harris, Marion Rex Harris, Cecil Jose Hernandez, Frank Hernandez, Norman A. Hodges, Alfred D. Hollingsworth, Marion Jordon, Nick Lugo, Sr., Gilbert Mejia, Sr., and Mildren M. Montgomery.

More finalists

Also, Mildred Moore, Charlene Owens, Robert Renfroe, Robert C. Robinson, Emilia Santillanes, William R. Sinkin, Joseph M. Sisneros, Edward S. Sloan, Joseph N. Small, Fortney Stark, Harold Tanner, John Torres, Richard W. Turner, Jr., Rodney Sam Wead, and Henry T. Wilfong.

While dollar volume per se was not a primary consideration in the selections, several finalists operate businesses with annual receipts in excess of $1,000,000 annually, with the highest at $15,000,000. In terms of employment, several finalists operate businesses with 100 or more employees.

The Awards luncheon was held in cooperation with the United Indian Development Association, the Dallas Mexican Chamber of Commerce, the National Business League, and the Metropolitan Washington Board of Trade.

Besides Secretary Peterson, included on the program were Berkeley G. Burrell, vice chairman, President's Advisory Council on Minority Business Enterprise; W. W. Keeler, chairman, President's Advisory Council on Minority Business Enterprise, and James T. Lynn, Under Secretary of Commerce.

Secretary Peterson said that the purpose of this new effort is two-fold. "We want to recognize and applaud achievements of individual minority members who have established going businesses and personally demonstrated the inherent soundness of the free enterprise system," he said.

Not a bar

"At the same time," the Secretary continued, "we hope to prove to others that their racial background is not a bar to entrepreneurial ambitions. Those who are selected typify the success that can be achieved through the opportunities being created by the minority enterprise movement in America."

The Commerce Department oversees the work of the Office of Minority Business Enterprise. This Office, created by an executive order issued by President Nixon, works to encourage business ownership by minority-group members.

"The need to do so is great," stated OMBE Director John L. Jenkins. "The broad gap between minority business opportunities and those for majority group Americans must be substantially reduced. Of the more than 7 million firms in this country about 4 percent are minority-owned. What is more, of gross receipts of all of U.S. industry only about 1 percent goes to minority-owned firms.

"This national awards program evidences that minorities can succeed and have succeeded in business. Their business successes demonstrate that it can be done!"

—OMBE

Housing starts rose to an annual rate of 2.5 million units in August from 2.2 million in July, the Census Bureau reported. This was the highest rate since February.

This is an 11 percent increase over the previous year. Building permits for new housing set a record, rising 7 percent to 2.2 million. The figures on starts and permits do not include shipments of mobile homes, which have been running at an annual rate of almost 600,000 units in recent months.

"The rebound in housing starts during August indicates that the boom in home-building may continue longer than expected," Dr. Harold C. Passer, Assistant Secretary for Economic Affairs, stated. "Starts increased in all four major regions, for both single family houses and apartments, and the total was the highest since February.

"Another record year now seems assured," Dr. Passer concluded, "and, with plenty of mortgage funds available at moderate interest rates, housing is likely to continue at a high level on into 1973."

Starts of privately owned single family structures in August 1972 were at an annual rate of 1,405,000 units; structures with five or more units accounted for 911,000 units; and structures with two to four units accounted for 141,000 units.

—Census Bureau

FREIGHT WAY—*Piggyback is one way freight travels in the western states. These vans aboard a rail car are later hitched to trucks to travel to final destinations. Freight rate structures are the subject of a study by the Old West Commission.*

Five-State Freight Rate Study Plans Focus On Economic Impact

A major transportation-freight rate study is being started in the five states of Montana, Nebraska, North Dakota, South Dakota and Wyoming.

The new survey is a project of the Old West Regional Commission with a Federal grant of $50,000 from the Commerce Department, to aid in a review that will measure the impact of freight rates on the Region's economy.

Grant for study

Announcement of the grant was made late last month by Robert E. Ruddy. Special Assistant to the Secretary of Commerce for Regional Economic Coordination.

Ruddy noted that such a transportation-freight rate study was essential for that part of the country. "Governors and Federal Cochairman Robert L. McCaughey have expressed great concern over the problem of providing adequate transportation services in the Old West Region under a freight rate structure which they believe may be discriminatory and may seriously impede development and growth," the Commerce official pointed out.

The Old West Regional Commission was formed earlier this year to foster economic development on a regional basis for the five-state Upper Great Plains area. Members of the Commission, in addition to the Federal Cochairman, are: Governors Forrest H. Anderson, Montana; J. James Exon, Nebraska; Stanley K. Hathaway, Wyoming; William L. Guy, North Dakota; and Richard F. Kneip, South Dakota.

"An effort to resolve problems involving transportation goes to the heart of the basic purpose of the Old West Commission — to stimulate greater public and private investment in the region in order to accelerate the rate of economic growth," Ruddy said.

Transportation impact

Ruddy noted that the Old West Region contains few urban centers of any great size, regional output is largely oriented to basic products and raw materials, markets are a substantial distance away, population growth is minimal, distance from seaports hinders foreign trade development, and topography forms a natural barrier to the west.

"These factors," he said, "indicate the importance of transportation facilities in maintaining the Region's economy and its link to the rest of the country."

The forthcoming study will involve all modes of transport, but the emphasis will be on railroad and motor carrier rates.

On region's products

"In addition to the freight rates on the region's products moving to major markets," Ruddy continued, "analysis will be made of comparable freight rates on like or similar products from other regions to competitive markets.

"The objective will be to identify and measure the extent of any discrimination in freight rate levels that might be hindering the development of the Old West Region's economy," he added.

He said the study is vital to the Old West Commission's effort to formulate an economic development plan and program for the region.

"I expect that the findings will contribute extensively to the Commission's determination of the most effective means to achieve development which could also include recommendations to eliminate any imbalances in the freight rate structure," Ruddy concluded.

CO-CHAIRMAN—*Robert L. McCaughey, Federal Co-Chairman of the Old West Regional Commission, is shown at a recent conference in Washington, D.C.*

Minority Business Enterprise Shows Strides In Fiscal 72—More To Come

Federal funds obligated for minority business programs in fiscal year 1972 totaled $866.5 million, more than quadruple the funding level four years ago. During the same period, Federal Government purchases from businesses owned by minority entrepreneurs have increased 30 times, rising from $13 million in 1969 to $394 million in fiscal year 1972.

These facts are but two of the highlights in the report released by Secretary of Commerce Peterson on the progress in 1972 of the Office of Minority Business Enterprise.

In releasing the report Secretary Peterson said, "The figures contained in this report demonstrate the progress we have made since 1969, the year President Nixon launched his program to bring minority group members into the mainstream of the American economy as business owners and operators.

"The figures are encouraging," the Secretary stated, "but we still have much work ahead before minorities have a stake in our economy proportionate to their numbers and abilities.

"This nation is knit together not by abstract rights," Secretary Peterson continued, "but by an economic system in which each individual must be not only free to, but able to pursue his self interest without handicap by reason of birth or background."

A clear and simple need

The Secretary said that a census of minority-owned businesses conducted by the Government in 1969 revealed that although 35 million minority group members in the United States constitute 17 percent of the total population, they controlled only 4 percent of the nation's enterprises. And the total receipts of these businesses accounted for a scant 0.7 percent of the receipts reported by all U.S. firms.

"There is a clear and simple need," Secretary Peterson said, "to close the huge gap between majority participation in the risks and rewards of the free enterprise system. And the gap must be closed if America is to deliver on the promise that the free enterprise system is indeed free and available to all its citizens."

Significant progress seen

The OMBE report cites some impressive statistics on the growth of opportunity for minority business owners. Under the ledaership of its Director, John L. Jenkins, OMBE has designed programs to produce and deliver adequate debt and equity financing; expert and practical management and technical assistance; and responsive markets.

Among the specific advances cited in the OMBE progress report are:

- Federal loans and guarantees to minority businessmen in fiscal 1972 rose to $352.9 million, a threefold increase over fiscal 1969 and a jump from $289.1 million for fiscal 1971.

The Small Business Administration (SBA) accounted for $297.5 million of these Federal loans and guarantees.

- Minority Enterprise Small Business Investment Companies (MESBICs), which provide equity capital to minority entrepreneurs by pooling public and private capital, made 442 financings through April 1972 using $7.2 million of MESBIC capital.

The $7.2 million in turn generated $35.9 million of other capital for a total equity investment of $43.5 million in minority ventures.

- In the past three years the Federal Government, private banks and other private financial institutions have made significant progress in improving the flow of debt capital to minority businesses. Minority bank growth accelerated in fiscal 1972.

By June 1972, all deposits in minority banks amounted to $825.4 million compared to the $395.4 million on deposit when a joint public-private minority bank deposit program was begun in October 1970. Of the $825.4 million total, Government deposits totaled over $70 million.

- Federal procurement of minority-produced goods and services have skyrocketed from $13 million in fiscal 1969 to $394 million in fiscal 1972.

Importantly, over 61 percent of Federal purchases from minority businesses were made in response to independent marketing efforts rather than through non-competitive SBA channels.

- Private sector involvement in minority business development appeared in a variety of areas. Private sector technical and managerial assistance, managerial seminars, and in support of the minority enterprise program. Offering such assistance were organizations including General Motors, Menswear Retailers Association, National Association of Accountants, American Institute of Certified Public Accountants and the International Council of Shopping Centers.

The President's Advisory Council on Minority Business Enterprise, chaired by William W. Keeler, Chairman of the Board of Phillips Petroleum Company, plays a key role in advising the Secretary of Commerce on the progress of the OMBE program.

In June of this year, OMBE sponsored the first National Conference on Opportunities for Women to focus attention on the business problems of minority women.

And, under a program begun this year, executives of major corporations serve as members on the National Minority Purchasing Council which seeks to help minority entrepreneurs with marketing problems. Robert Stuart, Chairman of

National Can Company, is head of the Purchasing Council.

Expanded program emphasizes results

In response to a request by President Nixon, the Congress expanded the OMBE program in 1972 by appropriating a $40 million supplement to OMBE's initial $3.6 million budget. For the first time OMBE was able to direct funds into the community through its funding of local business development organizations, the point of contact between OMBE and the individual entrepreneur.

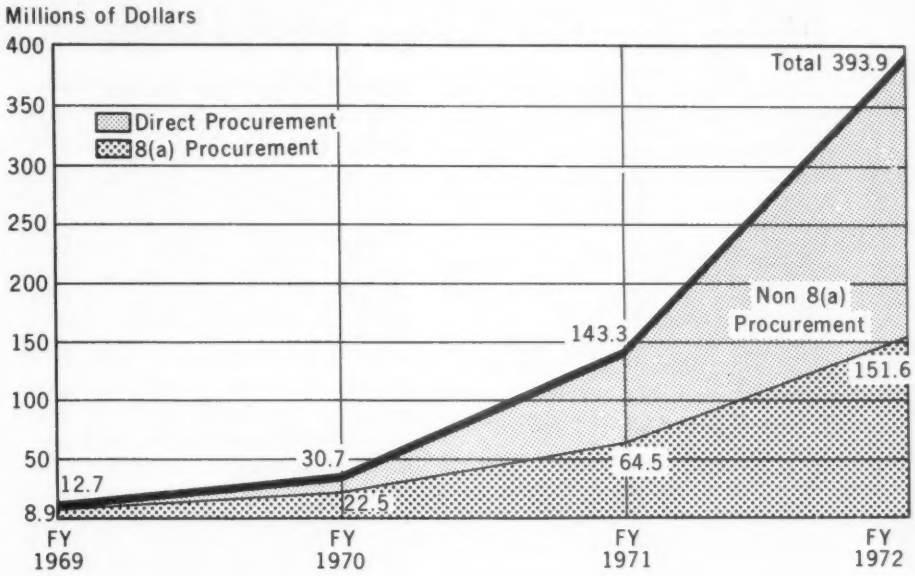
Projects outlined

In addition to documenting the progress of the President's minority enterprise program, the OMBE report outlines projects now under way to measure the effectiveness of the program as it has been designed and implemented.

Secretary Peterson stressed the importance of this aspect of the OMBE effort stating, "The test of the OMBE program must be the extent to which minority businesses flourish under its auspices and ultimately the rate at which they will graduate out of the program."

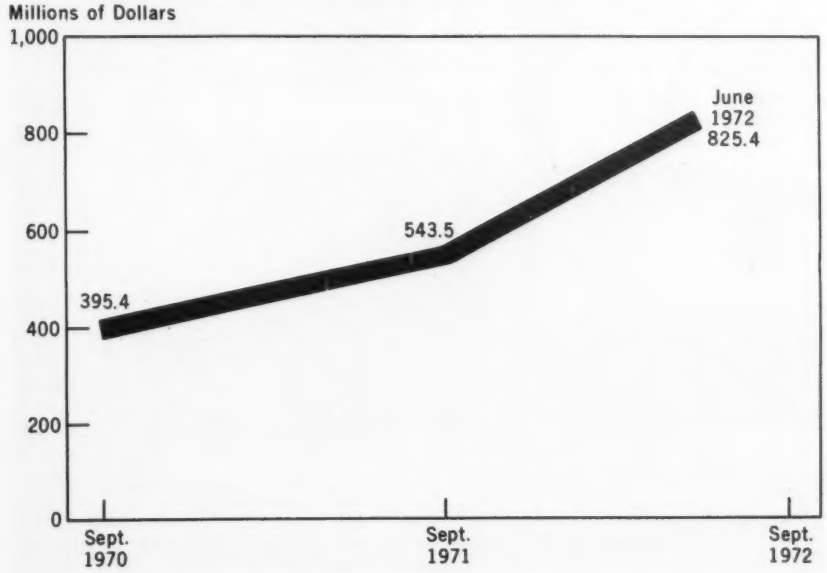
—OMBE

FEDERAL PROCUREMENT by Fiscal Year



GOODS AND SERVICES—*Federal procurement of minority-produced goods and services totaled $394 million in fiscal 1972, compared with $13 million in fiscal 1969.*

GROWTH OF DEPOSITS IN MINORITY OWNED BANKS



BANK DEPOSITS—*Deposits in minority banks amounted to $825 million by June 1972, from $395.4 million in October 1970. Government deposits totaled $70 million.*

Shipments Of Mayonnaise, Salad Dressings, Score Highs

U.S. shipments of mayonnaise, salad dressing and related products in 1971 rose to a record 237 million gallons valued at $478 million, according to a report by the Department of Commerce.

The comparative 1970 totals were 218 million gallons and $430 million.

Rising consumption

Per capita consumption increased from 8.5 pints in 1970 to 9 pints in 1971, according to statistics in the 44th annual survey, "Mayonnaise, Salad Dressing and Related Products, 1971," published by the Department's Bureau of Domestic Commerce.

U.S. exports of mayonnaise and other salad dressings also continued to increase, amounting to 13.5 million pounds valued at $3.7 million in 1971. Principal foreign markets were Mexico, Japan, Nansei and Nanpo Islands and the Bahamas.

—Bureau of Domestic Commerce

U.S. Government Moves To Curb Rising Lumber Prices Nationwide

The Cost of Living Council will move to curb rising lumber prices by extending reporting requirements to firms with annual sales of lumber and wood products of over $5 million.

Council Director Donald Rumsfeld said quarterly reports have previously been required from lumber firms with over $50 million in annual sales.

Lowering cutoff

By lowering the cutoff level of Tier II firms in the lumber industry from $50 million to $5 million, the Council will extend its reporting requirements to cover an estimated 30 percent of the industry's sales from about 10 percent of sales covered previously. The total number of businesses covered by the reporting requirements will be increased from 21 to 583 units. Almost all sale by lumber manufacturers, wholesalers and retailers have been under genera lwage-price regulations since the Council removed the small business exemption from the industry in July.

The Council is also undertaking a multi-pronged drive against rising lumber prices with these actions:

- Requesting the Department of Agriculture to take steps to increase the lumber supply. The steps include the modification of selling and pricing practices to enable the Forest Service to increase supply, in short-term, and the development of programs by the Forest Service to improve management and utilization of timber in the longer term. Cutting infected, dead and dying trees would produce, by Forest Service estimates, an increase of 150 million board feet in fiscal 1973s lumber supply. According to the Forest Service, improved methods of growing and utilizing the timber harvest could result in bringing an additional 15 billion board feet onto the market by the mid 1970s without adverse environmental effects.

- Requesting the Department of Justice and the Federal Trade Commission to conduct investigations of lumber pricing practices under the antitrust laws. The lumber and plywood pricing activities will be investigated to determine the extent, if any, to which conduct violating the antitrust laws may have contributed to the rapid escalation in prices.

- Directing the Internal Revenue Service to increase the number and coverage of compliance investigations in the lumber industry by 50 percent. The IRS will conduct investigations into profit margins, pricing practices and the manner in which lumber supplies are allotted through the sales-distribution network. In depth investigations will be made of both large and small dealers.

"The pressure of increased home building is driving up prices of the present limited supply of lumber to a point at which the cost of new dwellings is seriously affected," according to Rumsfeld. "We intend to do all we can to insure that the regulations are fully implemented to ensure that violations of stabilization program requirements are not permitted to contribute to these increases.

More reports

"The additional reports gained from this reclassification action will be used to study industry pricing practices, to increase directed compliance and enforceent investigations and to ascertain the necessary changes which may be needed in current regulations. In addition to extending our price surveillance, we are seeking ways to encourage the production of a greater supply of lumber, and thus ease the scarcity pinch in the future."

LUMBER PRICES—*Rising construction costs, brought about in part by increases in lumber prices, are one reason the Price Commission is taking a closer look at the lumber industry. The Commission will move to curb rising lumber prices.*

Census Figures Show Income Levels In U.S. Various Population Units

Residents of four California cities and the counties surrounding Washington, D.C., have something in common with Alaskans. They are among the richest in the U.S. —in terms of median family income.

Four California cities are among the top 10 in median family income of the Nation's 50 largest cities, according to a list compiled from 1970 census reports.

Central cities

The cities are San Jose, second; Los Angeles, sixth, San Francisco, seventh, and Long Beach, ninth. In addition, two other California cities—San Diego and Oakland—ranked 13th and 26th.

The list shows Honolulu, with a $12,539 median income (half of the families making above the amount, half making less), in first place, some $600 ahead of second place San Jose.

The amounts and the ranking, the Census Bureau explained, are for the central cities alone—not for the metropolitan areas.

A different set of figures for metropolitan areas show that the Washington, D.C., metro area has the highest median family income. Another Census Bureau table shows that several of the Nation's highest income counties adjoin the District of Columbia. These, of course, tend to raise the level of the metro area which is based on all families in the central cities and their suburbs.

Counties

In the Nation's leading median income counties, Montgomery, Md., was first with $16,710; Fairfax, Va., second with $15,707; Arlington, Va., ninth with $13,743; and Prince Georges, Md., 26th at $12,933. All four are adjacent to the District of Columbia.

Although suburban dwellers get more income than their central city neighbors, as is shown in the D.C. figures, there are exceptions to the rule. Central city residents of Honolulu, Omaha, San Diego, Phoenix, Tulsa, Nashville-Davidson, Memphis and El Paso all have higher incomes than residents of their suburbs.

City vs. metro

Greatest disparity between city and metro area medians appears in the figures for Newark. The median for the city alone in the census report is $7,735 which places it in 46th place among the large cities.

On the other hand the Newark metro area has a median of $11,847 which places it seventh among the areas listed in the table. Rather than ranking the 50 largest cities or metropolitan areas by income level, we can consider the ranking of all "places" in the United States with 50,000 or more population. A "place" is defined as an area with high concentration of people.

Leading such "places" is Bethesda, an unincorporated suburb of Washington, D.C., with a median of $21,116. This was fully $3,000 higher than the No. 2 "place"—Southfield, Mich. Bethesda is located in Montgomery County, Md.

States

Alaska, unique because of its high cost of living, had the highest median family income among states—a position it also held in 1959. Median income of Alaskan families was $12,433.

Then followed Connecticut, $11,811; Hawaii, $11,554; New Jersey, $11,407; Maryland, $11,063; Michigan, $11,032; Illinois, $10,959; Massachusetts, $10,835; California, $10,732; and Nevada, $10,692.

The Nation's 50 largest cities ranked by median family income as reported in the 1970 census were:

Honolulu, $12,539; San Jose, Calif., $11,927; Seattle, $11037; Indianapolis, $10,754; St. Paul, $10,544; Los Angeles, $10,535; San Francisco, $10,503.

Toledo, $10,474; Long Beach, Calif., $10,282; Milwaukee, $10,262; Chicago, $10,242; Omaha, $10,208; San Diego, $10,166; Detroit, $10,045; Dallas, $10,019.

Rochester, N.Y., $10,002; Minneapolis, $9,960; Phoenix, $9,956; Kansas City, Mo., $9,910; Houston, $9,876.

Thirty more

Tulsa, Okla., $9,870; Portland, $9,654; Oakland, $9,626; Washington, D.C., $9,583; Nashville-Davidson, Tenn., $9,473; Philadelphia, $9,366; Fort Worth, Texas, $9,271.

Boston, $9,133; Cleveland, $9,107; Oklahoma City, Okla., $9,106; Cincinnati, $8,894; Baltimore, $8,815; Buffalo, N.Y., $8,804; Pittsburgh, $8,800.

Jacksonville, Fla., $8,671; Memphis, Tenn., $8,646; Louisville, Ky., $8,564; Atlanta, $8,399; St. Louis, $8,182; El Paso, Tex., $7,963; Norfolk, $7,821.

Birmingham, $7,737; Newark, $7,735; San Antonio, $7,734; Tampa, $7,678; New Orleans, $7,445; Miami, $7,304.

—Census Bureau

The U.S. population passed the 210 million mark on National Election Day, Nov. 7, according to Census Bureau projections.

On that date, the "Census Population Clock" registered a total of 210,002,963 Americans, including the Armed Forces and Americans residing abroad.

Approximately 140 million of those Americans were old enough to vote.

—Census Bureau

Public Airports Seek Minority Businessmen For Concession Bids

The nation's public airports have joined other businesses throughout the country in efforts to stimulate and develop minority business enterprise. The airports have begun a campaign to seek out minority firms and businessmen as bidders for concession contract opportunities in their facilities.

The program has been launched under an agreement between the Department of Transportation's Federal Aviation Administration and the Commerce Department's Office of Minority Business Enterprise.

Dual agreement

The agreement, signed by FAA Administrator John H. Shaffer and OMBE Director John L. Jenkins, calls for the FAA to require recipients of grants under its Airport Development Aid Program to use OMBE as a source for solicitation of bids from the minority business community for contracting opportunities that will be generated by the grants.

MINORITY CONTRACT—*In a special signing, Small Business Administration authorized a $327,979 contract to Quality Vinyl Corp., a Spanish-owned firm. From left are Brig. Gen. R. F. Trimble, Procurement Policy director; Carlos A. Mollura, firm president; Robert Finch, Special Assistant to the President.*

In signing the agreement, OMBE Director Jenks said, "This agreement will bring new opportunities to minority entrepreneurs for doing business in the nation's public airports which serve millions of travelers."

OMBE, through its network of local minority business development organizations, will apprise businessmen of airport opportunities and assure the availability of qualified minority entrepreneurs to take advantage of the opportunities that will be provided under the Federal program.

Coordinated effort

Jenkins pointed out that the agreement with FAA is an example of the coordinated effort among Federal agencies called for by President Nixon to bring the resources of Government to bear on minority enterprise.

FAA officials said that approximately 660 airports across the country will be affected by the agreement.

Equal opportunity

The FAA said that Department of Transportation regulations require recipients of airport development funds to assure equal opportunity in awarding contracts generated by the federal grants, but that grantees are not initially knowledgeable as to how to proceed in complying with the requirement. The agreement will extend assistance to grant recipients in fulfilling this responsibility and assist minority business communities at the same time.

The OMBE-FAA agreement is part of President Nixon's program to increase opportunities for minority group members to establish businesses or expand existing ones. The program was initiated by the President in 1969 when he formed the Office of Minority Business Enterprise and placed it under the Secretary of Commerce.

—Office of Minority Business Enterprise

Note For Federal Contractors

Executive Order 11598, which became effective Sept. 24, 1971, requires Federal contractors and first-tier subcontractors to list job openings with the United States Employment Service.

The primary purpose of this Executive Order is to expand the job opportunities that the Employment Service can make available to Viet-Nam-era veterans.

Business firms that are affected by this directive can make a significant contribution to the Jobs for Veterans Program through voluntary support and implementation of the order's specifications.

Full details of the Executive Order can be obtained by contacting the nearest Employment Service or Regional Manpower Administration office.

Calendar For Businessmen

Nov. 14-15—San Francisco—The Containerization Institute, Inc., annual conference and shippers dialogue west. For information, The Containerization Institute, Inc., 15 East 40th St., New York, N.Y., 10016.

Dec. 5—Columbia, S.C.—Industrial Developers Association. For information, Charlotte Fiedler, State Development Board. Phone: 803-758-3145.

Dec. 28-30 — Toronto, Canada — American Economic Association. For information, Rendigs Sels, 1313 21st Ave., Nashville, Tenn. Phone: 615-322-2595.

Jan. 7-10 — New York — 62nd annual convention of the National Retail Merchants Association. For information, Convention Coordinator, the Association, 100 West 31st St., New York, N.Y., 10001. Phone: 212-244-8780.

SCIENCE & TECHNOLOGY REPORT

- **Cost-effective telecommunications system sought**
- **Cities' answer to waste disposal may be ocean dumping**
- **Experiment hikes important salmon stocks**
- **Half of environmental patents given priority**
- **Patents of special interest**

Toxic Metals In Water To Be Probed

An investigation is under way to determine how certain metals toxic to man, animal and plant and found in the nation's water supply move through the environment. Such metals as mercury, cadmium, lead, tin, and arsenic are commonly classed as pollutants when found in water.

In an attempt to provide a better understanding of this problem, scientists of Commerce's National Bureau of Standards have initiated a study to characterize biological and other forces that mobilize and transport heavy metals in natural water systems.

This program is partially supported by a research grant awarded by the Environmental Protection Agency.

Information is needed to establish timely standards and to establish the basis for control procedures and policy for metal pollutants in the waterways. Studies on the rate of methylmercury formation, for example, are essential to determine the background level for an objective assessment of the potential hazard and the time span in which a hazard may exist. Observations of the precise conditions that affect this rate may offer a key to controlling methylation, to keep it well below the dangerous level.

Contaminating food chain

Although the disposal of mercury and other toxic metals into the natural environment can be and is being stopped, dangerous metals are absorbed from contaminated soil and water by plants for years after the original pollution source has been removed. Concentrations of contaminants in soils are often many times greater than they are in water. The metals may accumulate in living plant and animal tissue and thereby be introduced into man's food chain.

Short of physically removing the top foot or two of sediment where they are retained, there is no existing method for chemically neutralizing heavy metals in these sediments or for preventing the eventual transformation of mercury into the highly toxic methylmercury form. Preliminary evidence from several laboratories indicates that mercury and its inorganic salts are converted into labile methylmercury and other reactive intermediates by microorganisms in the sediments of water environments.

The first phase of the program involves selection, acquisition, and analysis of field samples of sediment and water which are being analyzed for total mercury and organic mercury. Nuclear magnetic resonance and mass spectrometry are being used to characterize the kinds of organic structures bound to metallic or inorganic mercury. In the beginning stages of the proj-

ect, it is assumed that the occurrence of significant levels of organic mercury in particular field samples may be diagnostic of methylation activity in these materials. Parallel experiments will be designed to detect possible nonbiological methylation pathways.

In connection with the first segment of the program, a cooperative venture between the University of Maryland and the Bureau of Standards has permitted rapid examination of mercury-tolerant microorganisms isolated from Chesapeake Bay. The microorganisms are being studied to determine their influence on mercury transformations. Monitoring mercury concentrations in air circulated over cultures growing on media containing mercury compounds is one technique being used to determine what forms of mercury the microorganisms take up and/or give off. The air is monitored in an open-flow or closed reactor setup by dual-beam atomic absorption spectrophotometry sensitive to the metal.

—*National Bureau of Standards*

Cost-Effective Telecommunications Systems Sought By Federal Agencies

To achieve cost-effective telecommunications, government agencies will increase their efforts to design systems which meet more than one need. The Department of Defense will seek to define unit cost and obtain failure-free warranties in industrial contracts.

This was revealed at a recent conference in Boulder, Colo., of more than 100 representatives of various Federal agencies.

There was general agreement that Federal funds should be used to stimulate the growth of new services offered by broadband communication systems, and that such systems be planned so that they can become self-supporting as rapidly as possible.

Attendees' interests ranged from the emerging biomedical telecommunication needs of the Department of Health, Education, and Welfare to the large system needs of the Federal Aviation Administration and the Department of Defense.

The Conference was sponsored by Commerce's Office of Telecommunications (OT) to review OT's program for Federal telecommunications and to begin a dialogue among Federal agencies toward the definition of major national needs in telecommunications.

Dr. John M. Richardson, Acting Director of the Office of Telecommunications, emphasized the importance of applying telecommunications to current problems of society.

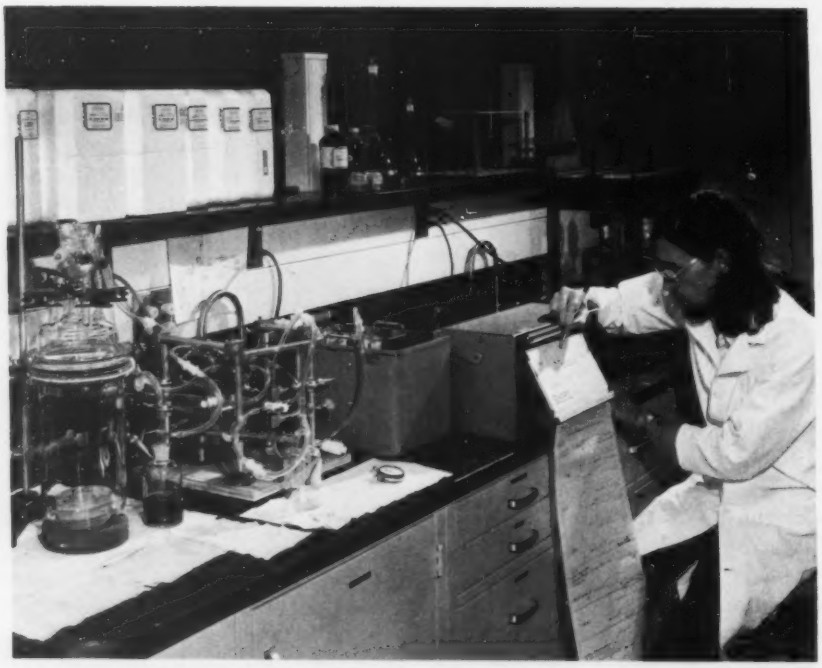
"I am sure you must share with us a feeling of frustration over the fact that here we have a technology which is ready to be used, which is an on-the-shelf technology, which has been applied so successfully to military science and to space explorations and yet remains a virtually untapped resource when it comes to solving many of our recognized problems in the civilian sector," he said.

"Commercial firms are moving into areas where needs are specifically defined such as cable TV, data communications, and specialized equipment for law enforcement and emergency medical service.

"But I believe that a Federal organization such as ours, in a cooperative program with you, the other mission-oriented agencies of the Federal government, has an important role to play in giving needed momentum to the process of putting telecommunication science to work.

"By working together, we can better define our emerging needs—particularly those in the social area," he added.

Problems faced by the Department of Defense include the development of communication systems which can survive nuclear attack; the transmission of very high data



MERCURY CHECK—*Biologist Bill Blair checks mercury concentrations in the air being circulated over a Chesapeake Bay bacterial culture on agar plates containing a mercury compound. This is part of a National Bureau of Standards investigation into how toxic metals move through the environment.*

rates for new generations of sensors and smart weapons; and problems of air traffic control and collision avoidance created by the introduction of high-performance aircraft.

In meeting these needs, George Salton of the Department of Defense said, "we will have to concentrate very heavily on cost reduction. It is obvious that we have to reverse the present trend where the cost of individual systems is going up while expected resources are, at best, going to remain level.

"We will seek to develop multifunction systems—systems, for example, that will integrate the functions of communication, navigation, and identification. We will have to buy only that which we need. In the past, when in doubt, we tended to err on the safe side and ask for the best that technology could provide. We can no longer do this.

Important key

"We will have to include unit cost as an important key parameter. We will have to specify that this equipment be procurable for a specified number of dollars. . . . And seek to obtain from industry failure-free warranties," Salton said.

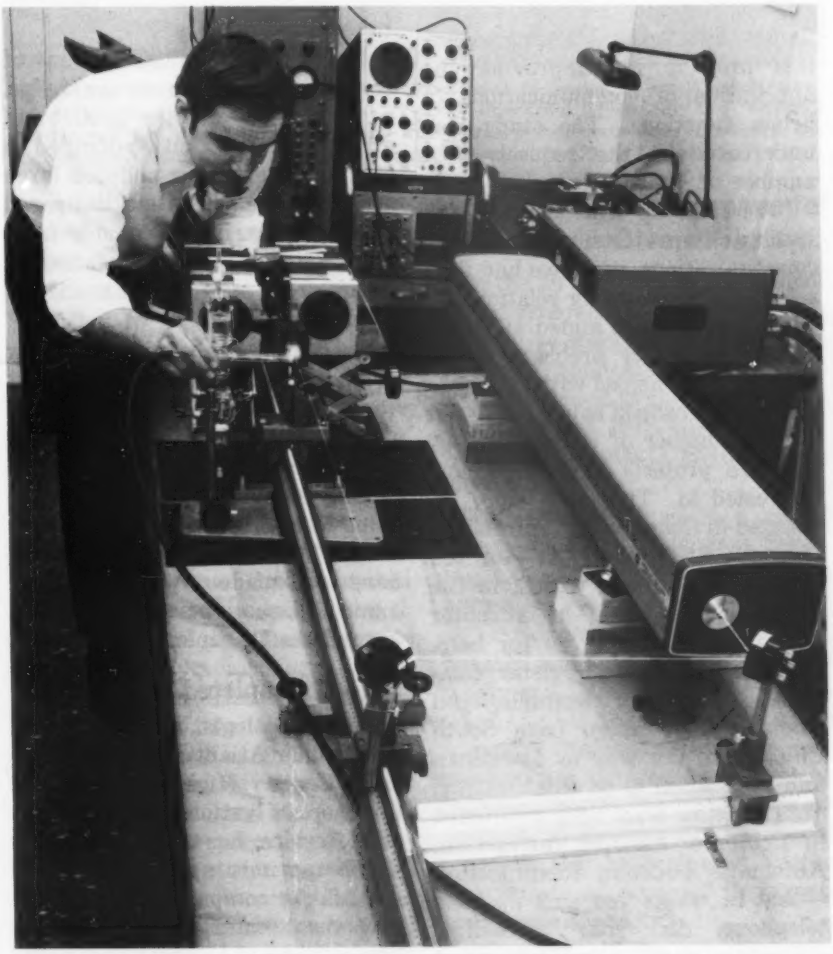
The Department of Transportation, the Coast Guard, and the Federal Aviation Administration (FAA) are concerned with problems of satellite communication. The needs include stable signal transmission through the atmosphere, more efficient use of available radio frequencies and special purpose mobile equipment.

Charles Brooks of the FAA emphasized a major problem in wave transmission of concern in planning new satellite communication systems.

"For example, in designing a satellite-to-airplane link," he said, "scintillation is one propagation problem that bothers us. We've had at least three or four different crews looking at scintillation and trying to tell us what margin we can put in a system to take care of this problem. They've all come up with different numbers. It turns out that all these people have done a good job, but they're using different ways of analyzing the data they get," he pointed out.

"Scintillation is common not only to the aeronautical field but also to the maritime needs, the military needs and all the other groups that use a satellite link—to the nation as a whole. It would be profitable if one agency of government would assume responsibility for a common problem like this. It would not only save dollars for the taxpayer, but one could come up with a common denominator that everybody could accept and everybody could believe. In other words, standardization. I believe this is a major need—standardization on common problems that go across the board affecting all of our needs."

The Urban Mass Transportation Administration and the Highway Traffic Safety Administration also have strong interest in mobile communications and more efficient channel use in such applications as automatic vehicle monitoring in



PARTICULATE MONITORING—*Air pollution monitoring is expected to be greatly assisted by this device developed at Commerce's National Bureau of Standards by Dr. C. C. Gravatt as part of the NBS Measures for Air Quality Program which provides technical support for the Environmental Protection Agency. Here, Dr. Gravatt positions the device that blows a jet of dust-laden air across a laser beam. By using this method, size distribution of particulate matter can be instantly determined by finding the ratio of the amount of light scattered at two angles. The device is also expected to find wide application in general aerosol studies—cloud physics, fuel atomization, paint spraying, and smoke characterization, for example—and in studies of the physiological effects of particulates.*

urban areas, and means of transmitting information to and from highway motorists.

In rail transportation, the Department of Transportation is concerned with problems of command and control for both conventional rail systems and high-speed systems such as magnetic levitation vehicles and systems for personal rapid transit. It is also concerned with trackside-to-train communications for needs such as obstacle detection and block control.

R. V. Mrozinski, Executive Secretary of the National Academy of Engineering Committee on Telecommunications, described a study undertaken by the Academy to outline projects for improving the application of communications to urban functions. The study was undertaken at the request of a number of Federal agencies.

"We came up with 18 ideas for specific city projects involving telecommunications, after we had first set up a close working relationship with several cities aimed at determining what city problems might potentially be helped with this technology," Mrozinski said. "We asked a large number of cities which of these 18 projects they were most interested in. They were very interested in Community Information Centers—little city halls—for the big cities. In other words, in the neighborhood would be a center where citizens would go for help, for information, to register complaints, etc. For example, you wouldn't have to go from South Chicago all the way to downtown and back again to do this.

"The cities were very interested in Computer-Assisted Instruction, Automatic Location Identification —that is, where you pick up your telephone, dial your three-digit emergency number and your exact telephone location shows up in an emergency center downtown. They were very interested in Pollution Sensor Development and the communications system of which it would be a part," he added.

—Office of Telecommunications

Biologists Submerge Baled Refuse To Check Effects On Marine Life

Scientists recently submerged bales of compacted refuse in the depths of the Caribbean and found that the refuse deteriorated very slowly and had no observed detrimental effects on sea life.

The oceans have been used for many years as a convenient place for waste disposal. Until recently the volume and concentration of refuse have not especially taxed the sea's capacity to handle the loads without harm to the marine environment.

But now the millions of tons of concentrated soluble sewage sludge, contaminated dredge spoil, and other trash from cities dumped in coastal waters have polluted large areas and damaged or destroyed plant and marine life. Aside from refuse disposal, such unproductive ocean areas now serve no useful purpose.

Recycling wastes on land may prove to be a partial solution, but the proximity of the oceans to many points where waste concentrations are great provides a compelling economic incentive to continue to use them for disposal purposes. To date, few observations have been made on the fate of organic wastes or materials dumped beyond the Continental Shelf.

Series completed

Marine biologist J. B. Pearce of the Middle Atlantic Coastal Fisheries Center, Highlands, N.J., of Commerce's National Marine Fisheries Service, has completed a series of experiments showing how the sea affects compacted refuse and how waste materials affect marine life.

Bales of domestic refuse compacted in bundles of about 35 cubic feet were anchored for three months in 650 feet of water off Virgin Gorda Island in the British Virgin Islands east of Puerto Rico.

After three months, several species of worms had penetrated about an inch of the surface layers of the bailed refuse. In a corner of one bale, a large spider crab was found occupying a niche formed probably by erosion of the bale. A small crab was the only other crustacean found.

Materials were removed from the bales and carefully examined. Easily recognizable were paper, fabric, glass, and gravel. Only a few marine animals were attached and these to the outer surfaces of the bales only.

The most interesting finding was the presence of coliform bacteria. Analyses by the Environmental Protection Agency Laboratory, at Edison, N.J., showed counts of 96,000 MPN (most probable number) of total coliform bacteria and 1,300 of fecal coliforms. This is contrary to the general assumption that sea water kills such bacteria.

Only a limited biodegradation of most of the contents of the bales was observed; newsprint was still readable, and most fabrics were intact. Samples of cotton and wool showed no deterioration when subjected to microscopic examination by the biologists.

The mounting problem of waste disposal in increasingly contaminated air, soil, and water will have to be solved. Either the contaminants must be recycled in harmless amounts over large areas of the earth's surface, or processed in such a way that they are metered back into soil, air, or sea in quantities small enough to be coped with successfully by nature. The compacted waste disposal technique in the depth of the oceans may be a step in the right direction. However, further investigation in different parts of the oceans and at different depths will be necessary before any final decisions can be made in this matter. *—NOAA*

Experiment Hikes Important Salmon Stocks In Alaska

In an experiment to restore depleted salmon runs, Federal and State fishery biologists have increased the salmon population of a small Alaska creek from eight a decade ago to nearly 14,000 counted during the recent spawning season.

The "population explosion" is seen by National Marine Fisheries Service (NMFS) scientists as a tangible result of eight years of experimentation with techniques by which adult fish are transplanted into depopulated waters to reestablish once-productive pink salmon runs. NMFS is a part of Commerce's National Oceanic and Atmospheric Administration.

The studies were carried out at the NMFS Biological Laboratory, Auke Bay, Alaska. Sashin Creek, located in the remote wilderness of Baranof Island in southeast Alaska, was the site of the experiments begun in 1964.

WAITING TO SPAWN—*A school of salmon wait to spawn in an Alaskan creek where man's efforts to repopulate formerly dwindling stocks of this valuable commercial fish are beginning to pay off. Fishery biologists have increased the salmon population of one creek from eight to nearly 14,000 in ten years.*

Heavy exploitation

Assessments made in the 1950s of many of Alaska's spawning streams revealed that a combination of heavy exploitation and high natural mortality had taken a heavy toll of once abundant stocks of pink salmon, a highly valued commercial species. Sashin Creek had joined a growing list of depleted runs as early as 1948 when only 597 adult pink salmon were counted in the stream, compared to a thriving population of 92,000 fish six years earlier.

A regeneration plan was devised based on the transplantation of adult specimens from another stream into Sashin Creek. Accordingly, in 1964, 2,000 adult pink salmon were captured alive by a commercial seiner and placed in holding tanks aboard a cannery tender, then carried 50 miles to Sashin Creek. The salmon were released above a weir that was emplaced to prevent returns to the home stream.

The transplanted salmon readily adjusted to the new environment and the first year saw a better-than-average survival rate of 13 percent of spawned eggs. The salmon fry migrated to sea during the spring of 1965 and returned as adults — 6,000 strong — in the summer of 1966 to produce new generations in Sashin Creek.

By 1968, the run had increased to some 12,000 adults, gratifying to sponsors of the experiment because earlier attempts to stock barren Canadian and Russian streams with pink salmon eggs and fry from hatcheries had failed after initial successes. A slight drop to 10,000 fish in the 1970 Sashin Creek run apparently did not interrupt the regeneration process. Researchers are now confident that the run is truly re-established and they look forward to additional increases to levels as high as 30,000 spawners, the most the stream can now accommodate.

The Sashin Creek program well illustrates one of NOAA's objectives—to restore and conserve natural fishery resources in the U.S.

Half Of 1,750 Environmental Patents Are Given Priority

In the 20 months since President Nixon ordered the U.S. Patent Office to give special priority to processing of applications for patents which could aid in curbing environmental abuses, more than 1,750 environmental patents have been issued.

This was reported in a recent speech by Acting Assistant Secretary of Commerce Richard O. Simpson.

"Of this number," he pointed out, "nearly one-half received priority treatment. When priority treatment applied, time of pendency was normally reduced from approximately 25 months to less than eight months. Clearly, the President's objectives to hasten environmental clean-up will be furthered by the availability of many of these patented inventions."

Simpson said the environmental inventions on which patents have been issued recently included dust collectors, air filters, a garbage can holder, a tire pulverizer, air and water purifiers, and biodegradable solid lubricants.

—*Office of Science & Technology*

Patents Of Special Interest

Recent patents issued by the U.S. Patent Office included:

Rotary combustion engine. A rotary combustion engine having a piston whose contour provides each working chamber with a trailing region that is separated from a leading region by a flow restriction for initiating combustion wherein combustion is initiated by injecting and igniting fuel-air mixture in the trailing region whereafter the flow restriction is removed to permit flow from the trailing region to the leading region for continued combustion. Patent No. 3,699,929 issued to James E. Bennethum, Rochester, Mich., and assigned to General Motors Corp., Detroit, Mich.

Anti-pollution regenerative engine. Air motor cylinders are paired, with one cylinder having a greater volume than the other. Lever arms attached to two pistons in these cylinders have a length differential so that both pistons perform the same amount of work on a load device. Attached to a drive shaft for driving the load device is a tachometer which indicates when the load is applied or removed. When the tachometer indicates that the load has slackened, valves operate so that one of the cylinders ceases to act as a driving force and acts, instead, as a compressor, returning air to a compressed air tank. During a slack load condition, the compression cylinder stores energy to drive the system during high load conditions. Patent No. 3,693,351 issued to Herbert L. Minkus, Chicago, Ill., and assigned to Albert M. Sheppard, Chicago, Ill.

Tracheotomy tube. A tracheotomy tube for insertion into the trachea to support breathing, having a 70° arc between its two ends and including a concave sealing balloon which, when inflated, assumes a cylindrical shape and forms a seal between the cannula and the trachea over an extended axial length, the tracheotomy tube also incorporating an inner cannula which is disposed within and throughout the entire length of the outer cannula and is connected to the outer cannula by a removable fitting which assures a pneumatic seal between the two cannulas, the tracheotomy tube also including a rotatable connector which allows attachment to respiration support equipment in a variety of angular positions. The portion of the tracheotomy tube which extends outside of the patient is hinged to a swivel neck flange which makes the tube adaptable to various anatomies. The tube leading to the sealing balloon is controlled by an isolation valve outside of the patient which allow quick sealing and releasing of the pressure within the sealing balloon. Patent No. 3,693,624 issued to Donald P. Shiley, 11022 Huntinghorn, Santa Ana, Calif.

Patent numbers 2,719,294 to 2,721,998 expired during October. Upon the expiration of the 17-year period covered by a patent, the invention passes into the public domain and may be made, used or sold by the public without payment of any royalty, or infringement of the inventors exclusive patent rights.

Microfilm viewer. A portable, compact viewer is provided for illuminating, enlarging and viewing microphotograph frames that are carried on a film strip pre-packaged in a cassette. An angled stand for the viewers carries one of the mirrors used in projecting the illuminated and enlarged image and provides shield means against random light entering the viewer. Patent No. 3,700,321 issued to Arnis E. Peters, La Crosse, Wis., and assigned to Micro 8 Company.

Abstracts and drawings of patents are published as they are issued in the *Patent Official Gazette* each Tuesday. More than 1,600 patents are issued each week. Trademarks are published in the *Trademark Official Gazette*. Copies of the *Patent Official Gazette* and the *Trademark Official Gazette* may be obtained from the Superintendent of Documents, Government Printing Office, Washington, D.C., 20402. A microfilm Patent Subscription Service is available from the National Technical Information Service, Springfield, Va., 22151.

Science Calendar

Nov. 15—San Mateo, Calif.—Royal Coach Motor Hotel, 1770 S. Bayshore Blvd. Seminar on "How To Cash In On Inventions and New Products." Sponsored by Commerce Department, California Chamber of Commerce, Small Business Administration and California Dept. of Commerce.

March 14-16, 1973—Chicago, Ill.—Conrad Hilton Hotel. Industrial Water & Pollution Conference and Exposition. Sponsored by Water and Wastewater Equipment Manufacturers Assn.

March 19-21, 1973—Gaithersburg, Md.—National Bureau of Standards. National Roofing Technology Conference.

March 23-25, 1973—Hill City, Kan.—Mid-America New Ideas Fair, Graham County Fair Grounds. Information: Hill City Chamber of Commerce, Hill City, Kan.

April 4-7, 1973—San Mateo, Calif.—Northern California Industrial Exposition, Hall of Inventions. Information: Northern California Industrial Exposition, Freeman and Associates, 77 Jack London Square, Oakland, Calif.

April 9-10, 1973 — Gaithersburg, Md.—National Bureau of Standards. Federal Information Re-Sources Conference.

INTERNATIONAL COMMERCE REPORT

- **Seven-year study of U.S.-German trade**
- **Two trade missions promote tourism equipment**
- **Washington official trade briefs**
- **Economic reports from Mexico, Belgium, Saudi Arabia**
- **Reviews of new international business reports**
- **Commerce's overseas promotion schedule**

U.S. Inaugurates Trade Office In Warsaw

The first U.S. Trade Development and Technical Information Office in Eastern Europe has been opened by the Commerce Department in Warsaw.

Secretary of Commerce Peter G. Peterson said this inauguration marked an important step toward increased commercial ties between the United States and Poland, as envisioned in discussions by President Nixon with Polish leaders in Warsaw last June and underscored by the Secretary's own trade discussions in the Polish capital in August.

"During President Nixon's Warsaw visit, both the United States and Poland concluded that there were considerable possibilities for expanding the commercial and economic ties between our two countries," Secretary Peterson said in Washington.

"This desire for further steps leading to increased trade and economic cooperation was again emphasized in discussions that I had with Minister of Foreign Trade Olechowski in Warsaw during this past summer.

"Our action now in establishing in Warsaw the Commerce Department's first Trade Development and Technical Information Office in Eastern Europe is an important step toward attaining our mutual goals. It also is another mark of President Nixon's belief that international trade furthers peace and prosperity among men and nations, for the benefit of all."

The Warsaw office opened Nov. 4 with a nine-day catalog exhibition devoted to construction equipment and materials from 307 U.S. firms. The event also featured specialized and technical information on various aspects of the construction industry, gathered from Government agencies and private sources.

The next event, in January, will be a catalog show devoted to environmental pollution control instruments and equipment.

Representing the Commerce Department at opening ceremonies with Polish and other U.S. government officials was Marinus van Gessel, Deputy Assistant Secretary and Director of the Bureau of International Commerce.

Three U.S. construction industry authorities were on hand to discuss catalog details: Richard A. Bullock, Executive Vice President of the National Association of Building Manufacturers; Thomas R. Arnold of T. R. Arnold and Associates, Elkhart, Ind., and Rolland B. Guy, Battelle Memorial Institute, Columbus, O.

Secretary Peterson said the Warsaw office would promote a wide variety of U.S. products in Poland through catalog shows, single company displays, technical seminars and symposia, businessmen's workshops and U.S. Trade Missions. The office also will conduct exhibitions at off-site locations. Office facilities include a technical reference and catalog reference library for use by Polish businessmen.

Trade With Germany Up; U.S. Import Growth Is Key

Since the mid-1960's, U.S. imports from Germany have risen faster than those from any other principal source except Japan. This inflow, moreover, has grown at more than double the rate of expansion of German purchases in this country. As a result, the trade balance with Germany has shifted from a sizable surplus to a deficit.

By the third quarter of 1972, the exchange of goods between the two trading partners exceeded an annual rate of $7 billion, placing it among the largest bilateral flows in international commerce. Imports thus far this year continued to grow at a faster pace than exports.

Other highlights of a recent survey — by the Commerce Department's International Trade Analysis Staff — of U.S.-German trade patterns include:

► Germany remains by far this country's leading European trading partner. The U.S. share of the German market is shrinking, however, in the face of strong competition from suppliers within the European Economic Community (EEC).

► U.S. exporters have generally done better in selling Germany high technology goods, typified by jet aircraft and electronic computers, than less advanced products.

► Consumer goods, mostly autos, comprise around half of the U.S. imports from Germany; in contrast, the bulk of U.S. exports there consist of capital equipment and industrial supplies.

U.S. supplier position slips

The U.S. position has eroded in Germany almost continuously since 1965 when this country was the prime supplier. Since then it has slipped to fourth place as the U.S. share in the German import market has declined from 13 to 10 percent. Even in this country's high export-growth years of 1965 and 1969 when the German economy was booming and purchases of U.S. goods rose by 14 and 21 percent, respectively, imports from other sources increased faster.

In 1970, American exporters gained more of the market when U.S. deliveries surged largely because of an unusual conjunction of German demands for jumbo jets and other capital goods, iron and steel manufactures, and agricultural products. Most of the relatively poor U.S. export years coincided with periods of German recession. Thus, imports from the United States dropped in 1966 and 1967 and rose only moderately in 1971.

On the other hand, the German share of the U.S. import market trended upward as this country's purchases of German merchandise rose almost without interruption. This inflow fell only in 1969 when the U.S. economic boom began to flatten out, the car market eased, and a greater degree of caution characterized business decisions. In the other years since the mid-sixties U.S. imports from Germany rose notably faster than from all sources. Even in 1967, when the United States increased overall imports by only 5 percent, purchases of German goods rose at nearly twice that rate. In other expanding years, increases were considerably higher.

Advanced goods lead way

The Commerce survey focused on some two dozen of the principal German imports from the United States, predominantly manufactures. Among these manufactures, purchases since 1965 of the technologically more advanced goods increased in considerably more cases than in those less advanced. Moreover, the comparatively sophisticated U.S.-made items compiled the better record both during Germany's economic booms and in its recession years.

German purchases of U.S.-made office machines of all types—the bulk of them electronic computers and associated peripheral equipment and parts — escalated throughout the period. The relatively moderate rise in 1971 lifted them above the $200 million mark, four times their level in the mid-sixties.

German demand for the other two pacesetters trended upward until 1971. That year a drastic cut of 80 percent in German imports of U.S. television picture tubes and sharp reductions in transistors, other semiconductors such as integrated circuits, and related parts resulted in a one third decrease in that country's purchases of electron tubes and semiconductor devices. Nevertheless, except for TV picture tubes, the United States remained Germany's leading supplier of electronic components by far.

U.S. Trade With Federal Republic of Germany

Year	German imports from United States		U.S. imports from Germany	
	Value	Change from previous year	Value	Change from previous year
	$ million	Percent	$ million	Percent
1965	2,299	+14	1,341	+15
1966	2,294	0	1,796	+34
1967	2,138	− 7	1,956	+ 9
1968	2,173	+ 2	2,721	+39
1969	2,618	+20	2,603	− 4
1970	3,293	+26	3,127	+20
1971	3,544	+ 8	3,650	+17
		Percent change		
1965-71		+54		+172

Note: In the first eight months of 1972, German imports from the United States were running at a seasonally adjusted annual rate of $3.1 billion; U.S. imports from Germany at a rate of $4.1 billion.

Major German Imports From United States in 1971

	Value $ million	Change from 1965 Percent	Share of German imports Percent
Total	**3,544**	**+ 54**	**10**
Soybeans	248	+ 78	95
Office machines and parts	206	+329	31
Aircraft, engines, and parts	197	+ 63	53
Corn, unmilled	139	+ 78	55
Nonferrous metals	108	+ 4	7
Oilseed cake and meal	107	+182	37
Tobacco, unmanufactured	105	+ 38	44
Organic chemicals	98	+ 11	18
Electric power machinery, switches	67	+219	18
Plastic materials, shapes	59	+111	11
Coal	58	− 22	44
Electron tubes, semiconductors	56	+250	30
Electric instruments	48	+118	35
Kraft paper and paperboard	46	+130	27
Nonferrous ores and scrap	40	+ 11	10

Purchases of U.S. electric power equipment and various types of switching apparatus also turned downward in 1971, although only slightly, after expanding vigorously since 1965. The position of the United States remained particularly strong in devices for making, breaking, and protecting electrical circuits. Moreover, although the inflow of U.S. electric and electronic test and controlling instruments declined modestly last year, it still accounted for 35 percent of German imports from all sources.

In 1971, German imports of U.S.-made pumps, compressors, centrifuges, and filtering equipment declined for the first time since 1965. Purchases of European equipment continued to increase, however, those from France nearly matching the $30 million worth from the United States. On the other hand, German demand for various types of U.S. heating and cooling equipment trended upward with only an occasional pause. Most of this advance originated in refrigeration.

German film purchases rise

American brands of photographic film and paper also belong to that group of high-technology products for which German demand continued to rise not only in buoyant times but in slack periods as well. Organic chemicals, on the other hand, advanced only in boom years. Purchases in 1971 fell by $40 million from the previous year's peak of $136 million, a much steeper drop than in 1966 and 1967 and one that reduced the U.S. share in this expanding market to a low of 17½ percent. German imports of U.S. formulated plastic materials and shapes for the period as a whole more than doubled, with the condensation-type plastics rising even faster. By 1971, the inflow of mechanical and pneumatic instruments and parts, another of the more technically advanced and cyclically sensitive products, reached $36 million of which the parts comprised more than half.

Deliveries of American-built aircraft, which generally fluctuate widely, increased sharply in 1971 to $140 million, having passed the $100 million mark for the first time the previous year. Two Boeing 747's were among 1970 purchases and one more the following year. Imports of U.S. aircraft engines showed little increase until 1970 and 1971 when they rose vigorously.

Purchases of construction machinery and parts from this country advanced only during 1968-70. In 1971, when building slackened, such imports were cut back substantially.

U.S. performance in certain less sophisticated classes of goods was distinctly inferior to that in the more advanced. Among the former types, German purchases of kraft paper and paperboard recorded the largest rate of gain, mostly from increases between 1968 and 1970.

Steel imports surge briefly

German imports of American iron and steel, generally insignificant, rose sharply in 1969 and 1970 as requirements considerably exceeded domestic capacity and as U.S. mills faced slackened demand at home. Purchases of these "primary" products grew from a mere $40 thousand in 1968 to over $70 million in 1970, despite higher American prices. In 1971, as the German economy slowed, purchases of iron and steel from the United States reverted to more normal levels.

The flow of nonferrous metals, chiefly copper and aluminum, from the United States paralleled the course of the German business cycle. In the sluggish year of 1971, the German intake of nonferrous metals from all sources incurred its deepest cutback of the period, U.S.-produced aluminum being especially hard hit. Nonferrous scrap from the United States also fell then to about half the $57 million reached in 1969 when German metal refineries and mills were consuming raw materials at record rates. German purchases of U.S. coal increased significantly only in 1970, nearly reaching the $70 million they had averaged during the 1965-67 period.

Cereal grains, especially wheat, and animal feedstuffs have traditionally been among Germany's top imports. Prior to 1968, the United States was second to Canada in supplying wheat to Germany. Apparently as a result of the Common Agricultural Policy which stimulated intra-Community production, France has been the lead-

Cars Dominate U.S. Imports From Germany

	U.S. imports in 1971		
		Increase since 1965	
	Value $ million	From Germany Percent	From world Percent
Total	**3,650**	**172**	**113**
New automobiles and parts	1,364	232	372[1]
Iron and steel-mill products	327	165	129
Textile machinery	163	451	336
Yarns and thread of manmade fiber	121	4,218	1,650
Organic chemicals	98	195	150
Internal combustion engines (not for aircraft)	84	311	408
Office machines	71	106	316
Textiles except manmade yarns and thread	67	327	38
Nonferrous base metals	50	52	20
Photographic and movie equipment and supplies	38	84	145
Metalworking machinery	35	61	70
Glass and glassware	29	106	112

[1] Excludes imports from Canada.

ing supplier in most recent years with the United States second or third. On the other hand, German purchases of corn, soybean meal, and soybeans have been principally from the United States, the world's leading producer. From $255 million in 1965 combined imports approached $500 million in 1971.

Autos lead U.S. imports

U.S. imports from Germany expanded by more than two and one-half times from 1965 to 1971, reaching $3.7 billion. They also increased substantially during the first nine months of 1972, although at a slower rate than in the previous year.

Growing faster than overall purchases, arrivals of consumer goods increased their proportion of the total at the expense of industrial materials and supplies, still the second most important class of U.S. imports from Germany. Capital equipment also expanded more rapidly than the average.

Consumer products in this trade have predominantly consisted of passenger cars. Among prominent industrial materials have been a half dozen chemicals and iron and steel-mill products together with yarns of manmade fiber. A few types of machinery have led the inflow of German capital goods. Since mid-decade, a dozen or so commodities have accounted for over 70 percent of the $2.3 billion increase in arrivals into this country from Germany.

Purchases of passenger cars comprised a third of the total goods from Germany in recent years. Growth in units received was particularly strong in 1966, 1968, and 1971, the last two of which were buoyant years in the U.S. auto market. Over the period, value levels rose considerably faster than units, due to higher prices and, to some extent, a greater proportion of more expensive models. Meanwhile, the German share of the U.S. market for foreign-type cars declined from 67 to 43 percent in the face of strong Japanese competition.

Except for Canada, Germany has been this nation's most important foreign source of chemicals. In 1971, over 70 percent of these imports consisted of organics, synthetic dyes, and plastic materials; entries of each trended upward during the period. The $98 million level reached by organics was three times higher than six years earlier. About half of these products were dye intermediates and other benzenoid compounds. The U.S. demand for German synthetic dyestuffs has expanded even more rapidly than for organics.

Although the U.S. supply capability in plastic materials has been adequate, imports from German sources rose considerably over the period because of lower prices for many formulations made possible largely by cheaper crude oils available to firms abroad. The U.S. demand, again, was largely for benzenoids rather than for the more widely used vinyls and polyethylene resins.

Textile arrivals climb

Arrivals of manmade yarns and threads rose dramatically to dominate this group of products, climbing from only $3 million in 1965 to $121 million in 1971. The largest jump occurred in 1970, occasioned by the new market for knit and double-knit fashions in the United States and an exceptionally strong demand for textured yarns by American mills.

Chiefly because of attractive prices, U.S. purchases of German steel-mill products have trended upward in recent years. In the face of strike threats in the U.S. steel industry, both tonnage and value surged in 1968, passing the 3 million ton/$300 million levels. Tonnages were lower the following two years, coinciding with tight steel supplies in Germany, but in 1971, stimulated again by stockbuilding because of a threatened steel strike and by eased demand abroad, imports resumed their climb but failed to reach their previous peak volume. The value of these imports did, however, set a record high that year. During the three years that the EEC voluntary agreement on exports to the United States was in effect, the rise in value of German deliveries was considerably greater than that in tonnage, due to both higher prices and a shift toward more costly products such as alloy steels and sheets and plates.

This country's purchases of German internal combustion engines, other than for aircraft, increased regularly since the mid-sixties, rising fourfold to $84 million by 1971. One important factor behind

this growth was the inability of U.S. productive capacity to keep pace with a sharply rising demand, particularly for the smaller diesel engines.

Machine tool imports weaken

A large part of the metalworking machine tools bought from Germany has consisted of general-purpose types which are, as a rule, lower in price than domestic products but offer comparable quality. During the early part of the period, various sectors of the U.S. machine tool industry were unable to match either German prices or, particularly in 1967-68, delivery schedules. Sluggishness in purchases from Germany since then has tended to coincide with weaker markets for U.S.-built machine tools as well.

Among imports of office machines, typewriters, many of them assembled in U.S.-owned factories, led the way. The value of these purchases changed only slightly until 1970 when they doubled to nearly $40 million; in 1971, however, the level dropped to about $30 million. After steady increases for some years, arrivals of German calculating and other data processing equipment showed little gain at the start of the seventies and then fell sharply, primarily because of the increasing popularity of Japanese and Italian models.

Germany has been the principal U.S. supplier of both textile machinery and printing presses. Basically, the increases in purchases of textile machinery have stemmed from significant price differences coupled with greater efficiency in many models. After an exceptional spurt in 1966, imports of textile machinery did not rise substantially again until 1970 and 1971, when they were influenced by a widening consumer preference for knit goods and a corresponding demand for the most advanced machinery available. Although not growing so rapidly, purchases of both letter and offset printing presses have, nevertheless, climbed with little interruption since the mid-sixties.

MEETING IN ISRAEL—*Gathering at U.S. Embassy in Tel Aviv, mission members and Israeli officials discuss tourism growth. Left to right: Hugo Garin; Yoram Blizovsky, Ministry of Tourism; Charles Maddox; Michael Donohue; Gero von Grotthuss; Heskel Yehuda, Ministry of Tourism; John Wentworth, U.S. Embassy.*

Tourism In Greece, Cyprus, Israel Attracts U.S. Suppliers

Cyprus, Greece, and Israel, sharing the Mediterranean's sun and sand, also share an interest in tourist dollars, francs, and marks—and the Government in each of these countries is actively supporting tourism expansion.

A substantial portion of the growth in tourism is expected to come from the American and European travelers who are accustomed to high standards in service and facilities.

This observation is basic to the market picture described by a six-member U.S. tourist industry trade mission just back from Nicosia, Athens, and Tel Aviv. During a two-week visit, the mission talked with officials of the Ministries of Tourism and with local businessmen in each of the three countries, and toured several new or partially completed developments, such as those in the Famagusta bay area of Cyprus and the Port of Piraeus near Athens.

Recognition of the quality and durability of U.S. products is widespread, the businessmen found, and demand for labor-saving machinery is strong. As for financing and sales terms, U.S. companies are competitive with foreign suppliers.

A shopping list for the area could cover virtually an unlimited variety of tourist-related equipment and services, from outboard motors, elevators, escalators, and conveyors to bakery machinery, packaging equipment, vending machines, and air conditioners. Also, franchises, equipment leasing, and tourist complex design and management are reported to be much in demand.

Competition widespread

Mission Director Michael Donohue of the Commerce Department points out that competition from European suppliers is widespread, and their proximity to the market a distinct advantage. "However," he says, "U.S. firms that make a commitment for not only a sale but for continuing service have an excellent opportunity. American styling and durability are widely recognized and price alone is not the determining factor."

Israel's net income from tourism in 1971 amounted to $145 million;

WELCOME TO NICOSIA—*U.S. trade mission is greeted in Cyprus capital by Tourism Ministry and U.S. Embassy officials.*

for this year, the total is expected to reach $250 million. The thrust of Israeli investment appears to focus more on the aspects of mass travel than that of many other countries. Fast-food-service equipment is particularly of interest, and also, according to the Director of Tourism, franchise operations.

In Greece, a number of tourist industry projects are under consideration or in an early stage of development—throughout the peninsula and the islands; for example, marinas and port works along the Phaleron Delta coastal area near Athens, luxury hotels on the island of Corfu, and various projects in the Provinces. The mission visited Crete and Rhodes, both already important tourist islands.

Greek businessmen, according to Donohue, are well aware of new techniques in the industry, and are in a position to finance new facilities and equipment. Mission member Donald H. Niewiaroski, American Technical Assistance Corp., had this to say as he left Athens:

"The amazing growth of Greek tourism is understandable — with the country's unusual attractions of climate and culture. The expansion pattern will continue and my company anticipates an important sale in this market. Our innovative reservation system was well received."

Cyprus has an ambitious program of hotel construction and offers a market for specialized equipment and services. The country's tourism industry is expanding rapidly and some 20 hotels are in various stages of completion.

Mission members, and the companies they represented, were: Hugo Garin, Amimpex, Inc., Miami; Gero von Grotthuss, American Express International Banking Co., New York; Thomas Holles, Anchor Hocking Co., Lancaster, Ohio; Harry Koplin, Joseph Manufacturing Co., Crestline, Ohio; Charles E. Maddox, Boeing Co., Seattle; and Donald H. Niewiaroski, Tourism and Trade Development, American Technical Assistance Corp., Washington, D.C.

U.S. Hotel, Catering Supplies Whet Business Interest Of Caribbeans

Probing into market prospects for U.S. hotel and catering equipment in the Caribbean area last month, a trade mission found livelier-than-expected interest.

Representatives of five U.S. companies explored potential opportunities in Nassau and Freeport, the Bahamas; Port-au-Prince, Haiti; and Santo Domingo, the Dominican Republic. Although the mission operation was essentially exploratory, four of the participants reported immediate sales and the fifth is negotiating six different contracts for its services.

Three of the firms represented are manufacturers—of institutional glass and dinnerware, of chemical concentrates used in restaurant operations, and of laundry and drycleaning equipment. One firm is a designer and decorator for hotels; one, a management consultant to the leisure industry.

"From an overall point of view," Mission Director A. Roe Preston of the Commerce Department said, "despite the relatively small size of these markets, the area is promising." As participant Alexander Graye of the Anchor-Hocking Corp. in Lancaster, Ohio, phrased it, "The soil is fertile and we have

planted the seed. We have opened lines of communication. We even have obtained immediate results, but the future looks brighter still."

The Dominican Republic was found by the mission to have the best prospects for immediate opportunities. The Government is developing an 80-kilometer stretch along the north coast and is building a large holiday complex that will supply standard, medium, and de luxe rate structures. Other tourist-related projects are in various stages of development.

Haiti was also reported to offer excellent opportunities. The island of Tortuga to the north is the site of a 4,000-acre leisure complex, to be served by an international airport. Plans call for development of hotels, a free port, "vacation homes," and a zone for light industry. Most of the equipment and supplies for these projects will be imported.

In both countries, major parts of the costs of many of these projects are underwritten by the national governments, and mission members met with the respective Ministers of Finance and Tourism for an exchange of information.

Although a few direct sales were reported from Nassau, prospects in the Bahamas were considered more limited than in the other two countries visited. Elections had been held the day before the businessmen arrived there. As these elections led to a decision to proclaim independence of this new nation in March 1973, the mission consensus was that business arrangements should wait until the direction of the economy under the new regime is clear.

Mission member Bonnie Toland of Frank M. Seiden Co. says that at least three customers from the Dominican Republic are now expected at the Seiden show room in Miami. J. Scott Apter, of Apter industries, McKeesport, Pa., is planning to return to Santo Domingo within several months. Ralph Steinhart of Steinhart-Gabriel Associates, East Orange, N.J., is considering a possible local representative. David Adams of Pellerin Milnor Corp., Kenner, La., stayed on an extra day in the Dominican Republic to follow through on several good prospects.

MINISTERIAL GREETING—*Hotel and catering equipment trad mission met recently with Ministers of Finance and Tourism in both Haiti and Dominican Republic. Above, in Port-au-Prince, Minister of Finance and Economic Affairs Edouard Francisque (right) greets U.S. Ambassador Clinton E. Knox, as Mission Director A. Roe Preston and member Bonnie Toland of Frank M. Seiden Co. look on.*

Investment Abroad Totals $86 Billion

Value of U.S. direct investments abroad increased $7.8 billion in 1971 to $86 billion at yearend, and the value of foreign direct investments in the United States rose $434 million to $13.7 billion, according to Commerce's Bureau of Economic Analysis.

The net flow of funds to the United States resulting from U.S. direct investment transactions and related corporate capital and income transactions with foreigners was $4.9 billion in 1971, down $1.2 billion from 1970.

The $4.9 billion net flow to the United States reflects both negative factors—$7.8 billion increase in the direct investment position, a $1.1 billion increase in other corporate claims on foreigners and a $0.3 billion offset to adjustments to the investment position that are not balance of payments flows; and positive factors—$1.6 billion of borrowing abroad by U.S. corporations and a $12.6 billion return on direct investments.

The $1.2 billion deterioration in the net flow to the United States was entirely in capital transactions with foreigners. Taking together all reported U.S. corporate capital flows, there was a $2.7 billion adverse shift from 1970 to 1971. Most of the change was in transactions with foreigners other than U.S. direct investment affiliates abroad; direct investment capital outflows to affiliates increased only $0.4 billion, from $4.4 billion in 1970 to $4.8 billion in 1971. To an unusual degree these adverse shifts were in short-term capital, and may have been influenced by currency crises.

The return on direct investments in the form of earnings and fees and royalties increased by $1.7 billion from 1970 to 1971. Of the total $12.6 billion return in 1971, $9.5 billion was paid out to owners, while the remainder was reinvested abroad, thereby financing part of the direct investment increase.

Washington's

Official Trade Briefs

This article is another in a series of monthly reports outlining actions by domestic, foreign, or international agencies affecting world trade, as compiled by the Legislation and Tariff Analysis Division of the Bureau of International Commerce's Office of International Trade Policy, and by the BIC Office of International Investment.

THE PRESIDENT

New Laws: During the last week in October, the President signed into law H.R. 16593 (P.L. 92-570), H.R. 4678 (P.L. 92-587) and H.R. 3786 (Private Law 92-156). P.L. 92-570, which appropriates funds for Defense for fiscal year 1973, contains a "buy American" provision affecting specialty steels and certain specialty metals. P.L. 92-587, which provides duty-free entry of a carillon for the University of California at Santa Barbara, has two additional provisions: the first provides for duty-free entry from Aug. 15 to Dec. 31, 1972, of imports of caprolactam monomer, a chemical used in the manufacture of Nylon 6; the second provision, originally introduced in the Congress as H.R. 9463, prohibits importation into the United States of pre-Columbian sculpture and murals exported contrary to the laws of the country of origin. Private Law 92-156 provides for duty-free entry of a carillon for use by Marquette University, Milwaukee.

USSR Credit: On Oct. 18 President Nixon signed a determination making the Soviet Union eligible for credits from the Export-Import Bank of the United States (see *Commerce Today*, Oct. 30, p. 4).

CONGRESS

The 92nd Congress adjourned sine die on Oct. 18. Three bills recently passed by Congress and sent to the President for signature are reported under "New Laws" (see above).

During the 92nd Congress, 557 trade and related bills were introduced. Of these, 94 contained specific quota provisions and 38 contained general orderly marketing provisions, applicable when imports surpass stated levels of domestic consumption. These figures have been revised since the last Trade Briefs column to reflect a final review of all trade legislation introduced in the 92nd Congress.

Senate Vote: On Oct. 14 the Senate passed and sent to the House H.R. 640, permitting the duty-free entry of upholstery pins, after adopting amendments to accomplish the following: to suspend the duty on istle fiber for another three years; to provide duty-free entry of bitters not for use in beverages; and to create a separate tariff classification for bearings assembled into pillow block, flange, take-up, cartridge, and hanger mounts or holders, and parts thereof, with an MFN (Most-Favored-Nation) duty rate of 9.5 percent ad valorem and a statutory rate of 45 percent ad valorem.

Committee Action: On Sept. 26 the House Committee on Ways and Means ordered reported favorably to the House H.R. 15442, to continue for a temporary period the existing duty suspension on certain istle; and H.R. 15795, to extend for three years the period during which certain dyeing and tanning materials may be imported free of duty, with an amendment adding logwood extracts to the list of products provided duty-free treatment.

New Legislation: Legislation not previously reported includes: S.-4066, to impose an excise tax on the sale of wheat for export, for which application for subsidy was made during the period Aug. 23—Sept. 1; S.4092, to impose annual quotas on the quantity of potassium chloride or muriate of potash which may be imported into the United States; Amendment 1691 to S.2620, to prohibit Most-Favored-Nation treatment and commercial and guarantee agreements with respect to any non-market-economy which denies to its citizens the right to emigrate or which imposes more than nominal fees upon its citizens as a condition to emigration (also introduced as H.R. 16998).

Also, H.R. 16835, to amend the tariff and trade laws of the United States to encourage the growth of international trade on a fair and equitable basis; H.R. 16843, to amend chapter 26 of title 49 of the United States Code to provide that compressed gas cylinders shipped in interstate commerce be inspected in the United States; H.R. 16856, to amend the Hazardous Materials Transportation Control Act of 1970 to require the Secretary of Transportation to issue regulations providing for placarding of certain vehicles transporting hazardous materials in interstate and foreign commerce.

Also, H.R. 16872, to amend the Federal Food, Drug and Cosmetic Act to require labels on all foods to disclose each of their ingredients; H.R. 16944, to amend the Trade Expansion Act of 1962 to prohibit application of the Most-Favored-Nation principle to certain countries; H.R. 17052, to amend section 592 of the Tariff Act of 1930; H.R. 17124, to assure that any foreign establishment which produces or processes food, food additives, or drugs for import into the United States meets minimum U.S. standards for health and sanitation; H.R. 17133, to amend the tax and customs laws in order to improve the U.S. position in foreign trade, to improve adjustment assistance benefits, and to provide clear labeling of foreign products; H.J.Res. 1321, joint resolution expressing the sense of the Congress with respect to the foreign

economic policy of the United States in connection with its relations with the Soviet Union and any other country which uses arbitrary and discriminatory methods to limit the right of emigration.

TARIFF COMMISSION

Adjustment Assistance—Firms: On Oct. 30 the Tariff Commission found that Willingham Cotton Mills, Macon, Ga. **(certain coarse-woven fabrics)** and its workers do not meet the requirements of the Trade Expansion Act of 1962 to apply for adjustment assistance.

On Oct. 31 the Commission reported an evenly divided decision in their investigation of alleged import injury to the Wilson Shoe Corp., Shamokin, Pa., a manufacturer of **women's casual shoes.** Chairman Bedell, Vice Chairman Parker, and Commissioner Moore found in the affirmative; Commissioners Leonard, Young, and Ablondi found in the negative. In the case of an evenly divided decision, the President may consider the finding of either group as the finding of the Commission. In June the Commission found that former workers of the Wilson Shoe Corp. met the requirements to apply for adjustment assistance.

The Tariff Commission has opened two new investigations on behalf of companies alleging injury due to increased imports. After examining the effect of imports, the Commission will determine whether the following firms are eligible to apply for adjustment assistance: Welpro, Inc., Seabrook, N.H. **(footwear for women)**; and Arkwright Mills, Spartanburg, S.C. **(woven fabrics of cotton and of manmade fibers)**. Petitions also have been filed on behalf of the workers of both firms (see below).

Adjustment Assistance—Workers: The Tariff Commission has recently concluded two trade adjustment assistance cases on behalf of worker groups. In each of the following investigations, the commissioners found that the criteria establishing eligibility for adjustment assistance were not met: Clifton, S.C., plant of the Woodside Division of Dan River, Inc. **(plain-woven cotton fabrics)**; and Willingham Cotton Mills, Macon, Ga. **(certain coarse-woven fabrics)**.

Since the last Trade Briefs column, the Tariff Commission has opened investigations into the effect of imports on workers at the following plants: Elkland Leather Co., Inc., Elkland, Pa. **(sole and other leather)**; Genesco, Inc., Carrolton, Ga., and Harrisburg, Pa. **(women's footwear)**; Airco Speer Electronics Components, DuBois, Pa. **(radio frequency coils, molded ceramic capacitors, and fixed resistors)**; Jensen Manufacturing Division of The Muter Co., Chicago **(loudspeakers)**; Gonic plant of Rindge Industries, Inc., Rochester, N.H. **(woven fabrics of wool, and fabrics, including laminated fabrics, of wool and manmade fibers)**; and Arkwright Mills, Spartanburg, S.C. **(woven fabrics of cotton and of manmade fibers)**.

Dumping Cases: The Tariff Commission has concluded three investigations of articles previously determined by Treasury to be sold in the United States at less-than-fair value (LTFV). In two cases, the Commission determined that U.S. industries were sustaining injury by reason of LTFV imports of **bicycle speedometers** from Japan and **drycleaning machinery** from West Germany, which now will be subject to special dumping duties. In another decision, the Commission notified the Secretary of the Treasury that U.S. industries are not sustaining injury by reason of LTFV imports of **cast-iron soil pipe fittings** from Poland. In addition, the Commission has opened antidumping investigations of the following products: **perchlorethylene** from Italy, Japan, and France; **northern bleached hardwood kraft pulp** from Canada; **color television picture tubes** from Japan; **kraft wrapping paper** from Canada; and **kanekalon wigs** from Hong Kong.

Section 337 (Unfair Import Competition) Cases: Following a preliminary inquiry based on a complaint filed by the Wurlitzer Co., Chicago, the Tariff Commission has initiated a full investigation with respect to alleged patent infringement in the importation and sale in the United States of certain **electronic pianos.** The Commission decided not to recommend at this time that the President issue a temporary exclusion order. Location and date of a public hearing on this investigation will be announced.

OTHER AGENCIES

Treasury — Dumping Cases: In the final week of September, the Treasury issued withholding of appraisement notices on two articles: **perchlorethylene** from Italy; and **manual hoists** from Luxembourg. Under provisions of the Antidumping Act of 1921, the Secretary of the Treasury is required to withhold appraisement whenever he has reason to believe or suspect the existence of sales at less-than-fair value (LTFV).

Treasury recently announced affirmative findings of LTFV sales in investigations of the following four items: **color television picture tubes** from Japan; **northern bleached hardwood kraft pulp** from Canada; **perchlorethylene** from France, Italy, and Japan; and **kanekalon wigs** from Hong Kong. These cases have been referred to the Tariff Commission to determine if U.S. industries are sustaining injury from the LTFV sales. Negative LTFV determinations were issued in dumping investigations of **stainless steel automobile splash guards** from Canada (final finding) and **printers' rubberized blankets** from the United Kingdom (tentative finding). The investigation of alleged LTFV sales of **stainless steel sheet** from Japan has been discontinued (final action).

In other Treasury dumping activity, new investigations to determine if sales at LTFV are occur-

EXPORT FINANCING SEMINAR—*Some 27 Export Management Companies (EMCs) were represented recently at a Washington meeting hosted by the Export-Import Bank to discuss its programs. EMCs, formerly called combination export managers, are established vehicles for use by small to medium producers for selling and shipping to foreign markets. Left to right, above: Front row, Thomas de Seve, Commerce Department; H. W. Browne, president, National Federation of Export Management Companies (NFEMCO); Henry Kearns, president, Eximbank; L. C. A. Schwartz, NFEMCO; Donald Henderson, Commerce. Back row, Robert Wilbourn, Commerce; Walter Pfeifer, William Sprinkle, Stanley Epstein, and Antonio Navarro, all of NFEMCO. The new federation was launched in January of this year.*

ring have been initiated with respect to: **microwave ovens** from Japan; **cold rolled stainless steel sheet and strip** from France; and **germanium point contact diodes** from Japan.

Treasury—Countervailing Duty Case: On October 3, Treasury announced the issuance of a countervailing duty proceeding notice covering **carbon steel and high strength steel plates** from Mexico. Section 303 of the Tariff Act of 1930 requires the Secretary of the Treasury to levy a countervailing duty equal in amount to any grant or bounty which a country bestows on its exports to the United States.

OEP—Investigation of Electric Power Equipment: In mid-August, G.A. Lincoln, Director of the President's Office of Emergency Preparedness, ordered an investigation of imports of extra high voltage (EHV) power circuit breakers and EHV power transformers and reactors. The investigation follows allegations by the General Electric Co. that imports of EHV components threaten to impair national security by undermining domestic production capability. Section 232 of the Trade Expansion Act of 1962 empowers the President to restrain imports following an OEP finding that an imported article is threatening national security.

Labor—Adjustment Assistance: The Bureau of International Labor Affairs has announced adjustment assistance certifications with respect to former workers from the following plants: 140 workers who manufactured **shoes** at Frank H. Pfeiffer Co., Inc., Worcester, Mass.; and 26 workers who produced **industrial hydraulic valves and parts** at the Denison Division plant of Abex Corp., Columbus, Ohio. Department certifications follow Tariff Commission reports to the President that the workers involved became unemployed or underemployed because of increased imports, resulting in major part from trade agreement concessions. Workers' assistance under the Trade Expansion Act may include cash readjustment allowances, testing, counseling, training, job placement, and relocation if needed.

State — U.S.-USSR Lend Lease Accord: On Oct. 18 Secretary of State William P. Rogers and Soviet Minister of Foreign Trade Nikolai S. Patolichev signed a Lend Lease Agreement, a settlement of World War II Soviet Lend Lease obligations (see *Commerce Today*, Oct. 30, p. 4).

Commerce — U.S.-USSR Maritime and Trade Pacts: On Oct. 14 Secretary of Commerce Peter G. Peterson and Soviet Merchant Marine Minister Timofey B. Guzhenko signed a maritime agreement. Secretary Peterson and Nikolai S. Patolichev, Soviet Minister of Foreign Trade, signed a Trade Agreement on Oct. 18 at the close of Joint U.S.-USSR Commercial Commission sessions in Washington (*Commerce Today*, Oct. 30, p. 4).

Commerce — Foreign-Trade Zones: On Sept. 28 Secretary of Commerce Peterson announced that the Foreign-Trade Zones Board has issued to the City of New York, grantee of Foreign-Trade Zone No. 1, authority to temporarily relocate the zone to Building 77, Brooklyn Navy Yard, New York City. Secretary Peterson also announced that on Oct. 4 Little Rock, Ark. became the first U.S. inland waterways port of entry to be granted a foreign-trade zone. The zone will be in the port terminal warehouse of the Little Rock Industrial Park.

Agriculture — Fruit and Vegetable Imports: The Department of Agriculture has imposed minimum grade and size requirements on **grapefruit** imports, effective Oct. 19. Agriculture also has established recently minimum size standards for imported **tomatoes.** These actions were necessary to bring import regulations into line with domestic regulations for products under Federal marketing orders.

International Trade Briefs

Foreign Dumping Action: In early October the Canadian Department of National Revenue initiated an antidumping investigation of **disposable glass culture tubes** from specified U.S. firms.

Trade Fairs, Centers

Far East Shows Seek U.S. Cleaning, Scientific Items

Industrial, scientific and test and measuring instruments: Thailand. Space is still available for U.S. firms wishing to exhibit at a Jan. 29-Feb. 2 showing of this type of equipment. This exhibit at the U.S. Trade Center in Bangkok will lead off the first series of shows in the Southeast Asia area geared to industrial and scientific instruments. Market research indicates a strong sales potential for the following products which will be displayed; scientific and laboratory items; materials testing and quality control; industrial process controls; electric and electronic test and measuring equipment; environmental testing instruments; automatic temperature controls; and nuclear radiation detection and monitoring instruments.

This show is being directed to a broad audience composed of key instrumentation equipment buyers representing governments, manufacturing firms, educational institutions, hospitals and laboratories.

For information, call Irvin Lloyd at 202-967-3783, or write him at BIC-958, U.S. Department of Commerce, Washington, D.C. 20230.

Commercial laundry and dry-cleaning equipment: Japan. A February 12-17 exhibition of such equipment at the U.S. Trade Center in Tokyo will coincide with a similar show sponsored by the All-Japan Cleaning Equipment and Supplies Show Council, February 16-18. The U.S. Department of Commerce and the Japanese Council plan to coordinate their efforts by staging joint promotions, exchange of information booths at each show, joint press conferences, and a courtesy shuttle bus between the two exhibition sites.

The combined activities of the U.S. and Japanese organizations should produce the largest exhibition of laundry and dry-cleaning equipment ever held in Japan.

Japan is one of the fastest growing markets in the world for laundry & dry-cleaning equipment. A 5-6 percent annual expansion in its consumption of laundry and dry-cleaning machinery is forecast through 1975, with imports expanding 20 percent annually. Imported machinery currently supplies 10 percent of total consumption which it is estimated will be $27 million in 1972. Japanese consumers apparently have no specific preference for domestic equipment, while they consider U.S. equipment of superior durability and performance.

Although more than half of the exhibition space at the U.S. Trade Center has already been reserved, there is still time for interested firms to sign up. For further information, contact Randall Miller at 202-967-4918, or get in touch with the nearest Commerce Department Field Office.

Shows Around World Seek U.S. Exhibitors

U.S. firms are welcome to exhibit their products at these upcoming 1973 international trade fairs:

Vienna International Spring Fair, March 7-11. This semi-annual show (spring and fall) is a major event; this fall's fair attracted 2,342 Austrian and 1,077 foreign exhibitors, including 81 U.S. firms. Attendance at the event was 510,000, including buyers from 56 countries. Two of the five days are reserved for business visitors.

The spring show will emphasize machinery, equipment and materials for the building industry. A group of 200 U.K. exhibitors has already booked space. Write: Wiener Messe-AG, Postfach 124, A-1071 Wien, Austria.

Australian International Education Exhibition, Melbourne, June 21-27. This event is open to manufacturers and suppliers of educational equipment, materials, publications and services for all levels and types of educational institutions. Write: G. G. Kallman, Gerald G. Kallman Assoc., 30 Journal Square, Jersey City, N. J.

Conference on Hybrid Computation, Prague, Aug. 26-31. A commercial exhibition reportedly will be held in connection with this event, which aims to foster application of analog, hybrid or digital simulation to scientific, economic and social problems. Papers are solicited on a broad range of topics. Write: Ing. Jiri Kral, Organizing Committee of the 7th Congress AICA, Dum Techniky CVTS, Gorheky namesti 23, Prague, Czechoslovakia.

49th Marseille International Trade Fair, Sept. 20-Oct. 1. A major event, this year's fair had 1,925 exhibitors, with 734 of them coming from outside France (67 from the United States). Attendance at the 1972 fair totaled 441,000, and the U.S. Consulate General in Marseille reports major product categories which seem to hold special promise for U.S. exhibitors at the 49th fair include: foodstuffs, toys, mobile homes, optical goods, business machines, machine tools, materials handling machinery, agricultural machinery, garden equipment and do-it-yourself tools. Write: Emile Garden, 15 Moore St., New York, N.Y. 10004.

First Fair of the French West Indies and French Guiana, Guadeloupe, Nov. 10-25. The U.S. Consulate in Martinique reports strong interest in American products. Contact P. Renaison, Chamber of Commerce of French Antilles and Guyane, Basse Terre, Guadeloupe, F.W.I.

FULL ATTENTION—*Labelette Co. representative demonstrates his firm's equipment during food processing machinery exhibit at U.S. Trade Center in Mexico City.*

Mexico City U.S. Trade Center Show Draws Food Processing Firms' Praise

A recent food processing machinery exhibit at the U.S. Trade Center in Mexico City produced outstanding attendance, sales, and exhibitor endorsements. The show confirmed that the Mexican food processing industry was ripe for the kinds of advanced equipment which U.S. producers can supply—with off-the-floor sales totaling more than $370,000 and sales expectations of about $3.5 million over the next two years by the 18 exhibitors who were new to the Mexican market.

Fifteen of the 35 exhibitors were seeking representation for their products in the Mexican market. Five appointed agents during the show, while two named licensees and one signed a joint venture partner. Eight more expected to appoint ten agents contacted during the show in the coming twelve months, and another plans to enter into a joint venture.

"The results of this show were excellent," reported the Labellette Co. representative, whose booth was constantly filled with potential buyers, some of whom came from as far away as Jamaica.

"This show is one of the best-organized I've attended," was the judgment of R. H. McComb, president of Dorsey-McComb.

"We were in contact with many good potential customers. We expect to benefit greatly," said Thomas A. Hooker, export manager for Townsend Trading Corp.

A total of 1,084 visitors representing 775 companies registered for the exhibit: 141 of them came from outside the Mexico City area, and "most of these came with checkbook in hand," according to the official report of the show.

First-Time Exhibitors Score At Frankfurt Show

U.S. firms exhibiting at the September show of air conditioning and commercial refrigeration equipment at the U.S. Trade Center in Frankfurt reported strong interest in their products.

Twenty-two of the 39 exhibiting firms were new to the German market, and these firms reported more than $180,000 in immediate, off-the-floor sales. They expect to sell $3.7 million worth of their goods in the coming year and $9.5 million the next year as a result of this market introduction.

Twenty-seven exhibitors were seeking representation in the German or Central European market; five agreements were signed during the exhibit, and negotiations were opened with 66 more potential agents, distributors, licensees, or joint venture partners.

ANSWERS ALL QUESTIONS—*G. Mohrmann (left), German representative of Refrigerating Specialties Co., explains the firm's compensating back pressure regulator to a prospective buyer at the Frankfurt Trade Center's air conditioning and commercial refrigeration equipment show.*

New-To-Market Firms Endorse Stockholm Show

SERIOUS BUSINESS—*Most U.S. firms had no trouble attracting bright young Scandinavian businessmen to their exhibits at the recent showing of U.S. electronic data processing equipment at the Stockholm Trade Center, but some were more successful at it than others.*

Exhibitors that were new to the Scandinavian market had a strong endorsement for the recent exhibition of U.S. electronic data processing equipment at the U.S. Trade Center in Stockholm.

"A good exhibition with an unusually good cross-section of serious, interested visitors. An excellent opportunity to pick up a representative," said Roger Evans of American Data Systems of Canoga Park, Calif. His firm signed agents for Finland and Denmark during the show, and expected to reach agreements with two Swedish representatives contacted there.

"The U.S. Trade Center service has been very, very satisfactory," according to the Applied Digital Data Systems representative. "The results of the exhibition have been much better than expected, and we did expect a great deal. Leads received were mainly for big and long-term projects."

"As a new-to-export firm, we found this show a natural entree to the marketplace. Without it we would never have located our agent and so many prospects in so short a time," added David C. Grothey, vice president of Export Software.

The old-timers were enthusiastic, too: "We feel that all our objectives were fulfilled," said the marketing manager of Mohawk Data Sciences' Stockholm subsidiary. "The promotion of the show was, as always, very well done and we have reached our most important customer areas."

More than $500,000 in off-the-floor sales were reported by the 47 exhibiting firms. A total of 11 representatives were signed up, and negotiations were under way with 26 others as the show closed.

GOOD SHOW—*More than $500,000 in off-the-floor sales were reported at the Stockholm show, due to on-the-spot demonstrations by knowledgeable representatives.*

Special Ivory Coast Fair Will Mark Port Opening

The Ivory Coast has scheduled a Dec. 2-13 trade fair in connection with the opening of its new $43 million port at San Pedro in the country's southwest region.

The U.S. Embassy in Abidjan reports that the fair will be attended by a full complement of Ivory Coast officials, including President Houphouet-Boigny, and will offer an unusual opportunity for U.S. firms to contact influential Ivorians and evaluate the market.

For details, contact: Ivory Coast Development Office, Suite 1604, 521 Fifth Ave., New York, N.Y. Attn: Augustin Donoguit, Economic Counselor (212-869-1700).

Worldwide Business Outlook

Mexico's Healthy Growth Should Continue Into 1973

The Mexican economy is expected to enjoy an increasing rate of economic growth during the remaining months of 1972 and into 1973.

Despite a slow start this year, Mexico's gross domestic product should register a gain of 5-5.5 percent for the year and should exceed 6 percent in 1973. In 1971, Mexico's GDP grew by only 3.7 percent in real terms.

Current policies

Current Mexican Government monetary and fiscal policies are aimed at growing but non-inflationary economic development. This will complement Government policy aimed at alleviating some of Mexico's pressing social problems—particularly in the fields of health and education—which are particularly acute in Mexico's impoverished rural sector. Like any developing country, Mexico faces serious challenges to its continuing economic and social development, but so far seems capable of confronting them, according to the U.S. Embassy in Mexico City.

Sectoral performance of Mexico's economy during the first half of 1972, while not uniform, was most encouraging. Industrial production increased by 9.5 percent in the January-June period. Sugar production in 1972-73 is expected to be up from the 1971-72 production levels and no problems are foreseen in Mexico's ability to continue to supply the U.S. quota.

In the agricultural sector, the outlook is mixed. Coffee export earnings are estimated to be up significantly with the higher world prices. Due to adverse weather, cotton production as well as exports in 1972-73 are estimated to be somewhat lower than the previous year. Fruit and vegetable production is expected to continue expanding as in past years and exports will be up.

In the grain sector total production is off in 1972-73 and increased imports of corn, wheat and sorghum are estimated. Total oilseed production is somewhat lower and slightly higher imports of soybeans and soybean meal are forecast. Livestock production is up and with the lifting of the U.S. meat import quota Mexico is expected to have somewhat higher shipments to the United States in 1972.

Higher trade totals

Total Mexican exports in the first six months of 1972 were an estimated 22.2 percent higher than in the first half of last year. Imports were up by 11.2 percent. Most of the increase in exports was in the manufactures area. While firm figures are not yet available, it appears that revenue from U.S. tourism is running substantially ahead of last year.

The Mexican Government is laying great stress on the export promotion and tourism programs. Trade missions have been to Eastern Europe and will soon go to China, as well as to more traditional markets. Considerable investments are being made in tourist facilities in Mexico.

The Mexican Government accepts foreign investment if it meets Mexico's own criteria. In general, the Government prefers that investment be directed outside principal urban areas, be non-competitive with Mexican capital, in a joint venture or similar arrangement, involve transfer of what the Mexican Government deems to be needed technology, or contribute to export expansion. Proposed investments not meeting these criteria might be approved if they are considered useful in the light of Mexico's economic development needs. Mexico does not have a general foreign direct investment law, so each proposed investment is decided by Government authorities on a case-by-case basis.

ACTIVITY AT TRADE CENTER—*Since the inaugural event shown above, a Packaging Machinery Exhibition, the U.S. Trade Center in Mexico City has held four other shows: in March, Advanced Metalworking Equipment; June, Business Equipment; September, Food Processing Equipment; and October, Graphic Arts Equipment.*

Recently, high Mexican Government officials have devoted considerable attention in their public statements to criticism of the private sector for lack of "social conscience." Foreign investors in particular have been criticized on these grounds, and for allegedly "decapitalizing" Mexico through excessive remittances abroad.

These statements have created some uncertainty on the part of private sector investors—Mexican and foreign — concerning future Government policies relating to state control over the private sector in Mexico. There has also been sharp criticism of the terms under which foreign technology has been imported by Mexico, and the strong possibility exists that new regulations governing technology agreements will be issued in the near future.

Mexico's projected healthy rate of economic growth during the balance of 1972 and into next year provides alert U.S. exporters, particularly of capital goods, with many sales opportunities.

Some American firms are moving to establish close ties with Mexican companies, a proven way to do business in Mexico. These business connections include joint ventures, sales representation, and licensing arrangements.

American exporters have several advantages they should capitalize upon. These include:

► well-known and respected brand names in Mexico;

► short delivery time not only for initial export items but also for replacement parts, etc.;

► quick engineering and sales service, where required;

► a language advantage—English is the most common second language in Mexico, and more and more American businessmen are learning Spanish;

► prompt financing facilities through such programs as the Export-Import Bank's streamlined procedures for preliminary commitments, and Exim's Cooperative Financing arrangements with Mexican banks; and

► the improved price position of U.S. products relative to many foreign competitors as a result of recent monetary realignments.

Specific opportunities

Specific opportunities which appropriate U.S. firms will want to investigate include capital goods in the following areas: petroleum, petrochemicals, electric power, railroads, transportation and telecommunications, used aircraft, airport facilities, heavy construction equipment, paper and pulp industries, computers and peripheral equipment designed for office and industrial uses.

Capital goods in general will continue to account for the bulk of Mexico's imports, while the Government will continue to restrict the import of consumer items, especially if an equivalent item is manufactured in Mexico.

In summary, Mexico should, during the next two years, remain at least the sixth largest U.S. market in the world, particularly if U.S. exporters are alert to the opportunities which the growing Mexican economy provides.

The U.S. Trade Center in Mexico City, staffed with experienced economic-commercial personnel, has become a focal point for U.S. businessmen seeking to market their products in Mexico. During 1973 the Trade Center plans the following presentations: plastic industry (March); paper and pulp industry (May); and equipment for pollution control (June). Other shows under consideration include medical equipment, and equipment for the metallurgical industry.

In addition to formal shows initiated by the Department of Commerce, the Trade Center also has a popular "Privately Sponsored Exhibition" program which allows U.S. exporters and their Mexican representatives to use the facilities of the Trade Center free of charge for a wide variety of promotional activities. A successful example of an informal presentation was the "Steel Technology—USA" seminar held at the Trade Center in early October. This show introduced new American steel technology to key members of the Mexican steel industry.

Many American exporters have found the Trade Center an ideal vehicle for penetration of the important and expanding Mexican domestic market. For further information, write to Director, U.S. Trade Center, Apartado Postal M-2805, Mexico 1, D.F.

New Hong Kong Service

The U.S. Consulate General in Hong Kong is gearing some of its services to assist U.S. business visitors seeking information on trade prospects in the People's Republic of China.

The Consulate General will set up and keep current a file of Foreign Service reports and data bearing on U.S.-PRC trade prospects and procedures. It will also inform and assist both resident and visiting U.S. businessmen on questions relating to PRC trade.

This service arrangement is intended as a local accommodation for U.S. traders who find themselves in the Hong Kong area. In general, businessmen should address their specific trade proposals directly to the appropriate PRC foreign trade organization or to: Commercial Counselor, Commercial Office of the People's Republic of China, 411-415 St. Andrew's St., Ottawa 4, Canada.

A principal source of U.S. Government information and service on trade with the People's Republic of China is the China Desk at Department of Commerce headquarters, Washington, D.C.

Strong Trade Performance Highlights Fast Belgian Economic Turnaround

The Belgian economy has made a quicker turnaround from last winter's sluggish performance than was thought possible at the beginning of the year. Spurred by a high level of government spending, increased foreign demand from Belgium's major trading partners, and steady consumer demand (mainly in consumer durables) industrial production has quickened. It now appears likely that the total GNP growth rate, in real terms, will approach 4 percent for 1972.

One major drag noted by the U.S. Embassy in Brussels is the continuing reluctance of local private investors to undertake new projects. Partially for that reason, the unemployment rate is higher than at this time last year. However, plant utilization is rising and presumably pressure from an expanding economy will soon increase investment, particularly as the local money market is quite liquid.

Price and salary inflation persists and the price level will probably rise more than 5 percent for the year. While some observers are beginning to worry, Belgium's inflation still remains under the European average of over 6 percent.

Belgium's foreign trade performance for the first half of 1972 was very strong. Exports were up 12.7 percent while imports rose only 8.4 percent. Nevertheless, while the balance of trade showed a surplus in comparison with last year's first six months' deficit, the balance of payments was in deficit for the period. The country's major export commodities (metal products, transport equipment, textiles, machinery, chemical products, and diamonds) all registered substantial percentage increases.

No long-term trend

Although last year showed a decline in the U.S. share of Belgian imports, the decline itself was not necessarily indicative of a long-term trend, as it represented a return to the "historic" performance of between 6.5 percent and 8 percent of the market. Nineteen-seventy, after all, had been an unusually good year primarily because of special developments such as the sale of two Boeing 747s and heavy coal sales due to a miners' strike.

The poor showing so far this year could be more significant since it involves a decline in actual value amounts. Presumably, however, the drop reflects uncertainty in the international trade and monetary system in the latter part of 1971 plus the Belgian recession which began in late spring 1971 and continued into late spring of 1972.

It is impossible to say whether or not the readjustment of exchange rates has yet had a positive effect on U.S. exports to Belgium since effects were blurred by the slowdown in international trade stemming from general insecurity and overall weaker economic performance in Belgium.

Now, however, the Belgian economy appears to be on the rebound; overall performance is improving and the uneasiness about imminent changes in monetary relations has eased sufficiently to raise the spirits of Belgian businessmen. Of particular importance to American exporters to Belgium are the local inflation rate and government spending programs. The Belgian Government obviously intends to continue its high expenditure rate which will fuel inflation while keeping both private and public demand high. In essence, it appears as if the lag necessary for the exchange rate revaluation to take effect may be over and the improved dollar-Belgian Franc exchange ratio may soon begin to have an important effect.

How significant that effect will be will largely depend upon American exporters and exploitation of opportunities offered by the new exchange parity. While it is still impossible to quantify changes in business policy (particularly pricing) there are signs that at least some U.S. exporters are beginning to perceive opportunities for expanding their share of the market or to better fight off competition from third country suppliers. Some others, including large multinational firms, are checking whether or not U.S. suppliers might not now be more competitive. However, up to now the majority of firms in-

HANDLING BELGIAN TRADE—*Container handling facilities at the Port of Antwerp, above, are being worked hard to keep pace with rising exports and imports.*

volved in Belgian-U.S. trade seems to have treated the exchange rate change as windfall profits rather than an improvement in their competitive position.

On the investment side, the exchange rate change has increased the cost of investment in Belgium. However, the high liquidity position on the local money market and the continuing Belgian interest in attracting foreign investment in general and American in particular should make local financing relatively easy. The Belgian Government continues to believe strongly that foreign investment is an important, even necessary, contributor to achieving declared economic goals.

First task

The first task for a U.S. firm (either exporter or investor) is to reexamine its competitive possibilities in terms of the exchange rate changes and U.S.-Belgian inflation rates. Since the Belgian economy has rebounded quicker than had been expected, Belgium should be worth considering for those interested in entering the market for the first time or in implementing major expansion.

Belgium's geographical, economic, and political position in the European Common Market will be enhanced by entry of the new members. While Belgium has for some years now been a center for European established production firms, it is underdeveloped as a European wide distribution center for American exports.

Nineteen seventy-two, therefore, looks better than it did at the beginning of the year. U.S. sales to Belgium were disappointing for the first half of the year, but there are indications that they are beginning to pick up. Investment opportunities remain excellent.

In sum, the general trend for the Belgian economy is up, and despite recent poor performance, prospects for U.S. exporters and investors are promising.

Saudis Double Purchases From U.S. As Oil Income Funds Import Boom

U.S. exports to Saudi Arabia in the first half of 1972 doubled over the same period in 1971 to $152.7 million, reports the U.S. Embassy in Jidda.

Overall Saudi imports, spurred by large increases in government and Aramco (Arabian American Oil Co.) expenditures, increased substantially during the same period. Exports continued to grow, however, at a faster rate. As a result, Saudi foreign exchange reserves should continue to increase at the present rate of $100 million per month.

This year's budget increased by $583 million—22 percent over last year's record budget. While actual expenditures did not equal budgeted levels last year, the increase in government spending was sufficient to boost imports to record high levels.

Consumer spending also is increasing, according to major importers. Bank liquidity remains high, with new loan interest rates low and banks even reluctant to accept new deposits.

The economy of the Eastern Province continues to boom due to the Aramco expansion program, new government development projects and Aramco-stimulated private sector expansion. Inflationary pressures are strong in the Eastern Province, with shortages developing in several key sectors of the economy.

Civil aircraft deliveries of $23.0 million accounted for part of the $76.3 million U.S. sales increase, but even if this item is subtracted from the $152.7 million total first-half figure U.S. exports would show a healthy 70 percent increase over 1971's first-half total of $76.4 million.

Other suppliers to Saudi Arabia also fared well, but none approached the 100 percent U.S. jump. Japan, after increasing its sales by 53 percent in 1971 over 1970, registered a 60 percent (to $78 million) increase in the first half of 1972. Germany recorded a 32 percent gain, Italy 27 percent, and the United Kingdom 17 percent.

A number of factors probably account for the big U.S. rise. Revaluation of the dollar in relation to other major trading nations' currencies has definitely helped U.S. sales in this price conscious market. Also, Aramco's expansion program has tended to favor U.S. products.

Upturn spurs sales

In addition, U.S. suppliers have benefited from the general upturn in the economy, which has, for example, brought greatly increased sales of construction equipment, an area in which U.S. manufacturers traditionally have been strong. One local distributor for a major U.S. construction equipment producer predicts an 800 percent increase in sales for 1972 over the previous year.

At the same time, U.S. companies are losing some of their traditional markets in Saudi Arabia. This is particularly true in the automobile market, where aggressive European and Japanese competitors have out-marketed U.S. producers by emphasizing strong dealer support, service and price. U.S. food sales are also slipping, largely due to stiff price competition from the subsidized exports of competitors.

U.S. oil imports from Saudi Arabia, which totaled $13.5 million in 1970, increased 5.7 times to $76.8 million in 1971 and, in the first half of 1972, more than tripled to $79.2 million compared to $23.1 million in the first six months of 1971.

With U.S. dependence on foreign oil increasing and with Saudi Ara-

JIDDA CENTER—*Saudi businessmen in the library of the new U.S. Commercial Center. The Center's initial event, an Automotive Services & Repair Equipment Catalog Show, is scheduled Nov. 18-23.*

bia fast becoming a leading supplier of U.S. requirements, it is only a matter of time before the United States, for the first time in the history of its trade with Saudi Arabia, slips into a net deficit. The aggressive selling on the part of U.S. exporters which might possibly prevent this from occurring has yet to develop.

Aramco is vigorously implementing a dual policy of giving as much business as possible to Saudi firms and, at the same time, contracting out many service, construction and maintenance functions it previously handled itself. As a result, a number of U.S. firms in the oilfield drilling, construction, maintenance and service business have either already formed joint ventures with Saudi firms or are seriously investigating the possibility. There are opportunities for a number of additional U.S. companies to join with Saudi firms to take advantage of Aramco's huge expansion program.

With Saudi Arabia's trained manpower shortage becoming increasingly a major inhibiting factor in the pace of economic development, significant opportunities exist for U.S. management firms to help fill the gap by running complex projects while training Saudis under contract to take over. A number of U.S. firms are already active in this field, and, as ambitious projects in such areas as telecommunications and defense are completed, additional opportunities will arise.

Increasing industrialization

An increasing trend toward industrialization will mean opportunities for both investment and equipment sales. A number of Saudi businessmen are actively investigating possible investments in small manufacturing plants. At the same time the government intends to pursue a number of industrial projects, including a flour mill and grain storage facility, steel plant, a petrochemical project and aluminum production.

In addition to several large telecommunications projects already under way or tendered, Saudi Arabia has ambitious plans for a vastly improved communications network. Funds are available for two earth satellite stations and plans are being formulated for an undersea cable link between Jidda and Port Sudan, new microwave communications facilities and several new broadcasting facilities and a possible switch to color TV.

With a number of new civilian and military medical facilities being planned, opportunities exist for significant equipment sales. In addition it is possible that opportunities for hospital operation and maintenance will develop for U.S. firms able to provide good services at a competitive cost.

How U.S. firms fare in taking advantage of these and the other opportunities which arise from Saudi Arabia's development needs and increasing affluence will depend on a number of factors. U.S. companies will need to pay increasing attention to the Saudi Arabian market, visiting more frequently, providing support to distributors and, in many cases, assigning service and management personnel there to match the efforts of competitors.

Stability, Wider International Links Aims Of New Malagasy Government

In mid-1972 the Malagasy Republic experienced a business slump which resulted from uncertainties on the political scene. The Oct. 8 referendum victory of the new Ramanantsoa Government should stabilize the political situation and commercial activity is expected to return to a more normal pace.

In recent years, the U.S. Embassy in Tananarive goes on, Madagascar has exhibited signs of increasing change, most notably a marked increase in tourism and expansion of the small industrial sector. Nevertheless, overall economic growth has been extremely modest and the country continues to be plagued by serious trade deficits. Production of the principal staple, rice, has stagnated in the past few years despite development programs in that field.

Sizable foreign investments are being made in mineral and petroleum prospecting, but minerals still comprise only a small part of total exports, which are dominated by a few agricultural products. Expansion of the road system into remote areas and agricultural diversification have been priorities in the government's development program.

Broader contacts

The new Government of General Ramanantsoa has announced that it intends to broaden Madagascar's international contacts, and has declared its intention to open diplomatic relations with the Soviet Union. Madagascar signed commercial agreements with the Soviet

Union and three other socialist countries several years ago but trade and other contacts have been minimal. Despite the recent move, it is likely that the new Malagasy Government will maintain the country's close friendship with the West, to which it is linked economically.

As a result of public pressures, however, the Government can be expected to take steps toward greater independence of France in both the political and economic spheres. Nevertheless, need for continued French aid and French markets for the country's exports will undoubtedly continue to be factors influencing the policies of the Malagasy Government.

Second largest customer

After France, the United States is Madagascar's second largest customer, purchasing on the average 20 percent of its exports in value terms. These exports to the United States are largely agricultural—in 1971 coffee alone accounted for $15.9 million of the $32.8 million of commodities sold to the United States. Imports from the United States, however, have a much smaller share of the Malagasy market—less than 7 percent in 1970 and only about 5 percent in 1971.

One important impediment to the growth of American exports is the general orientation of the local market to French sources of supply. Furthermore, U.S. sales efforts are seriously hindered by the special import privileges enjoyed by France and the other EEC countries whose imports are exempt from customs duties and are unrestricted by quota requirements. Imports from all non-EEC countries, including the United States, are allowed only on the basis of annual quotas established for specific types of products. While these quotas have been gradually expanded each year, as long as this program is in effect, opportunities for increased U.S. trade will be limited. As a result of these import restrictions, American firms with subsidiaries in EEC countries are usually in a stronger competitive position.

In recent months the Malagasy Minister of Finance and Economy has publicly stated that in the future Madagascar would purchase commodities in markets where the prices are best. This suggests the Government may be considering a revision of this import preference system. It is likely, however, that changes would not be until after the 1973 renegotiation of the Yaoundé II Convention which presently links Madagascar and several other African countries with the European Economic Community.

The following types of American products have enjoyed the best market in Madagascar: electrical machinery and equipment, tractors, and earthmoving equipment. Other products which have had significant sales increases in recent years include parafin, chemical products, tallow, rubber products, and cardboard.

In its public statements the new Government has made it clear that it believes in the maintenance of free enterprise and private business within an overall system in which the state has the prime responsibility for planning and directing economic development. The Government has declared that it welcomes both foreign and domestic private investments as long as they are in line with developmental needs of the country. At the same time there will undoubtedly be increased emphasis placed by the Government on pursuing the expressed goal of "Malgachization of the economy," that is, on development of Malagasy enterpreneurship and replacement of expatriate personnel by Malagasy employees in both the private and public sector.

Now is the time for American business to take a good hard look at what Madagascar has to offer. As many foreign firms have found out in recent years, investment opportunities can be developed, and it is believed that the new Malagasy Government, like its predecessor, will pursue a policy of actively seeking investors from abroad. In the past the Malagasy Government under its Investment Code has provided tax benefits, tariff protection, and other incentives to assist new capital investments.

The Malagasy Government's most ambitious investment proposal involves the possible construction of a drydock and port facility capable of handling supertankers in Narinda Bay, located in northwest Madagascar. If such a facility can be constructed, the Government also plans other industrial, agricultural, and tourism development for the area around Narinda Bay which is now largely uninhabited. The Malagasy Government has requested assistance from the World Bank and is also considering financing proposals submitted by several foreign firms, including one American company. If construction of the drydock and port facility can be initiated, it is very likely that other business and investment opportunities will develop as a result.

Consider local manufacture

The Malagasy Government's Office of Industrial Development and Promotion (BDPI) has also been seeking foreign investors interested in participating in development of a large paper pulp factory in Fianarantsoa to produce for the domestic market as well as for export. Other projects in which the BDPI would like to interest investors include a cement factory, a tire plant, a small electrical equipment factory, a bleach plant, a furniture factory as well as several small assembly plants (bicycles, umbrellas, flashlights, locks and keys, buckets, etc.). American firms would also be well advised to investigate the possibility of local manufacture under licensing arrangements with existing companies.

Livestock production for the do-

mestic market and for export appears to be a field of considerable potential which has scarcely been scratched. The new Government has already expressed its interest in augmenting investments in that sector, and this is an area well worth the attention of American business.

Problems which will be encountered by American firms considering investments in Madagascar include the small size of the domestic market and factors inhibiting the growth of exports, in particular the high cost of shipping to and from the island. On the other hand, Madagascar has the advantage of having preferential access to the European Common Market and to the markets of the 19 overseas associate countries. The proximity of the large South African market could provide other export opportunities in certain fields. Furthermore, a few industrial firms have already demonstrated that some export business can be developed in the other islands of the Indian Ocean.

Australia Considers Industry Assistance

The Australian Tariff Board plans to investigate whether assistance should be given to the production in Australia of the following goods: industrial tractors, parts and accessories falling within BTN items 84.22, 84.23, 87.01, 87.04, 87.05, and 87.06; calcium carbide falling within BTN items 38.19 and 28.56; and tape recorders, drum recorders, dictating machines, tape decks and magnetic tape falling within BTN 92.11, 92.12 and 92.13. The United States is a significant supplier of the goods under investigation, having provided in fiscal 1970-71 41 percent of total imports of the industrial tractors, parts and accessories categories valued at $107.4 million; 44 percent of total calcium carbide imports valued at $18 million; and 30 percent of total imports of tape recorders, dictating machines, magnetic tape, and related items valued at $28.7 million.

Information on the inquiry may be obtained from the Secretary of the Tariff Board, Kings Ave., Canberra, A.C.T. 2600, Australia.

Japan Prepares New Liberalization Package

The Japanese Government announced Oct. 20 a package of trade liberalization measures designed to raise imports and control exports. The Government hopes these measures will result in a rapid and significant decrease in Japan's spiraling balance of payments surplus and a corresponding decrease in the mounting pressure for a second revaluation of the yen.

Measures to increase Japanese imports include the following:

A reduction in present tariff levels on manufactured goods and processed agricultural commodities (with certain exceptions and with escape clause provisions) by one fifth, i.e. a duty of 25 percent would be reduced to 20 percent;

An increase in quotas by at least 30 percent, with certain exceptions, and expansion of the minimum global quota from 5 percent to 7 percent of total domestic consumption for items subject to quotas;

Simplification of importing procedures, including licenses; and

Improvements in import financing which include extending the range of products financed by the Japan Export-Import Bank to manufactured goods and a lowering of the average rate of interest on import financing from 6.5 percent to 5.5 percent.

Measures designed to cut back exports include: the reduction of tariff rebates on imported raw materials used in manufacturing exported goods; the raising of average interest rates on export credits granted by the Export-Import Bank from the present 5.5 percent to 6.5 percent; and possible direct control of exports by administrative guidance, formation of export cartels, or through other means.

In addition, Japan intends to limit the practice of requiring that proceeds of government loans to developing countries be spent in Japan.

Japan also seems prepared to further decontrol incoming foreign direct private investment. In most industrial sectors of Japan "automatic" approval of foreign investments is now granted only when the foreign equity participation element does not exceed 50 percent.

No definite schedule for implementing these measures has been announced. Some of them, such as tariff reductions and expansion of Export-Import Bank authority, will require legislation. There is a possibility that the tariff cuts will become effective by early December.

Libya Regulates Procedures On Government Procurement

A new Libyan decree regulates procedures for Government procurement. The June 8 decree, which appears to confirm a growing Libyan preference for direct purchases, authorizes individual ministries to make direct purchases, under specified conditions, of up to $1.5 million in value without an official tender announcement. An informal translation of the decree is available from BIC-884, U.S. Department of Commerce, Washington, D.C. 20230.

Haiti Announces Change In Automobile Duties

The Haiti Government recently announced the modification of its schedule of import duties on automobiles. Haiti's previous tariff schedule for automobiles provided an unreasonable competitive advantage to countries shipping cars to Haiti which were priced under $1,900. Industry spokesmen are hopeful that other countries in the Latin American area will eliminate discrimination against standard-size passenger cars.

International Business Reports

Market and Marketing in the Federal Republic of Germany. By Christian Wilhelms and Klaus Boeck. Hamburg, 1971. In English. 253pp. DM 19,80 (about $6).

Intended primarily as a manual for exporters from developing countries, this publication should also be useful to exporters from industrialized countries, particularly sections relative to the structure of the German market, the legal framework, and regulations governing imports into the Federal Republic, as well as sources of market information and services. It offers exporters advice on such matters as how to gain a foothold in the German market, and German business practices and customs. Including information on such topics as marketing conditions in the Federal Republic, consumer preferences and factors used to arrive at a fair market price in a buyer's market, it also lists names and addresses of advertising firms, market research institutes, and organizations able to furnish information on fairs and exhibits, commercial agents, and German import regulations.

The authors are with the Hamburg Institute for International Economics (Institut fuer Wirtschaftsforschung—Hamburg).

Write: Verlag Weltarchiv G.m.b.H., 2 Hamburg 36, Federal Republic of Germany.

Swedish Export Directory 1972. Published by the General Export Assn. of Sweden. 900pp. $11.

Among other things, this directory contains alphabetical lists of goods, products, manufacturers, exporters, firms, trademarks and trade names.

Write: The Swedish-American Chamber of Commerce, Inc., 250 Park Ave., New York, NY. 10017.

World Automotive Market, 1972. Published by Automobile International. 40pp. $5.

The 42nd annual edition of this publication features, for 1971, world vehicle production in 21 countries; world trade in vehicles between 10 leading countries; world motor census as of Jan. 1; and U.S. exports of vehicles, parts, accessories and service equipment.

Write: Automobile International, 386 Park Ave. South, New York, N.Y. 10016.

OVCI Annual Report. In French. Lausanne, Switzerland. 185pp. $3.25.

OVCI is a semi-official trade and industry development organization in the canton of Vaud. This publication includes a 56-page energy status report which provides information on Switzerland's past, present and future energy needs and sources. These relate to Europe as a whole, to nuclear power generation and to an international natural gas network.

Write: OVCI, P.O. Box 1933, 1005 Lausanne, Switzerland.

World Bank Operations: Sectoral Programs and Policies. Clothbound, 540pp. $12.50; paperback, 513pp. $4.95.

Analyzes the World Bank Group's experiences in less developed member countries in the areas of agriculture, industry, transportation, telecommunications, electric power, water supply and sewerage, education, population planning, tourism and urbanization, and outlines some of the prospects and problem involved.

The sectoral analyses in this volume were not originally intended for publication. But as stated in a preface, "as the preparation of these papers has concentrated our thoughts on the lessons of our experience, and our plans for the future, their publication will be useful for all those who are engaged in development."

Write: The Johns Hopkins University Press, Baltimore, Md. 21218.

Calendar For World Traders

Nov. 13-15—New York—National Foreign Trade Convention. Waldorf-Astoria Hotel.

Nov. 14—Akron, O.—Ohio Foreign Commerce Assn. luncheon, University Club, noon.

Nov. 16—Bay St. Louis, Miss.—Hancock County Sixth International Trade Seminar, Diamondhead Country Club, 9 a.m.

Nov. 16—New York—Overseas Automotive Club luncheon and meeting, Summit Hotel, noon.

Nov. 16—New York—Seminar on standardization in documentation, World Trade Institute, 8:45 a.m.

Nov. 17—Greenville, Miss.—International transportation seminar, Greenville Country Club. Sponsor: REEC.

Nov. 21 — Memphis — Memphis World Trade Club meeting, Sheraton Motor Inn.

Nov. 21—New York—FCIB Hardware, Automotive and Allied Trades Group luncheon meeting, Advertising Club, 12:30 p.m.

Nov. 28-30 — New York — East-West Trade Consultation Conference, World Trade Institute.

Nov. 29 — Chattanooga — Export marketing conference, Read House, 9 a.m.-4 p.m. Sponsors: REEC, Atlanta Field Office.

Nov. 30 — Chicago — International Monetary and Trade Outlook Conference, Conrad Hilton, 9 a.m.-9 p.m. Sponsor: Chicago Mercantile Exchange.

Dec. 1-2—Los Angeles—Seminar on the problems of investing in developing countries. Beverly Hilton Hotel. Sponsor: Practicing Law Institute.

Dec. 5—Atlanta—Agricultural export seminar, Sheraton-Biltmore, 9 a.m.-3:30 p.m. Sponsors: Georgia Dept. of Agriculture, Commerce Field Office.

Worldwide Business Services

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors overseas. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine. The section that follows presents details about U.S.-sponsored overseas exhibitions and missions, licensing and joint venture proposals, opportunities to sell to foreign firms and government agencies and appoint agents, details on major construction and expansion projects and notices of U.S. visits by foreign buyers.

U.S. Promotions Overseas

Hotel and Restaurant Equipment. London Trade Center. Jan. 22-26, 1973. Britain, home of Europe's largest international exhibition of hotel and restaurant equipment, is prominent as a European center for new concepts and products in catering. Call G. Gwaltney, 202-967-3848.

Printing & Bookbinding Equipment. Paris Trade Center. Jan. 23-27, 1973. Rising labor costs in France are leading to new, more efficient methods. Wages in French industry increased nearly 11 percent in 1971. In 1971, imports of printing and binding equipment reached $63 million. The United States supplied 10.7 percent of the total. Call Sam Spaulding, 202-967-3968.

Trade Mission. Algeria, Morocco, Lebanon. Jan.-Feb. 1973. Coupled with a Seminar; designed to tap into an Agribusiness Equipment market of more than $50 million. Call 202-967-3904.

Industrial, Scientific, and Test and Measuring Instruments Exhibition. Bangkok Regional Trade Development Center. Jan. 29-Feb. 2, 1973. Thailand imported $8.2 million of instruments in 1970. Based on conservative estimates of economic growth, this figure is expected to reach at least $14 million by 1975. U.S. instrument exports to Thailand in 1970 were $2.5 million. Call Irvin Lloyd, 202-967-3783.

Electronic Components. Stockholm Trade Center. Jan. 29-Feb. 3, 1973. Scandinavian production of electronic equipment is projected to resume a strong growth pattern in the next four years. This will stimulate a substantial growth in imports of components, which in 1971 accounted for nearly three fourths of the estimated $230 million component market in the four-country area. Call. A. J. Beiring, 202-967-3838.

Industrial Electric Power Systems Exhibition. Milan Trade Center. Feb. 6-10, 1973. Market research projects that Italian industry will purchase $254 million worth of electrical power generating and related equipment during 1973. Expected government building projects along with increased construction of industrial plants, hospitals and petrochemical plants will require inputs of electrical power generating systems. Call Noel Negretti, 202-967-4941.

Data Processing Equipment. Olympia, London, Dec. 4-8, 1972. Frankfurt Trade Center, Feb. 12-16, 1973. These exhibitions will be staged to acquaint United Kingdom and West German end-users with the latest equipment, accessories and software available in the United States. The U.S. exhibition at COMPUTER '72 will emphasize business applications. The specialized Minicomputers show in Frankfurt will cover the entire spectrum of EID uses. Call C. E. Walls, 202-967-4256.

Commercial Laundry and Dry Cleaning Equipment. Tokyo Trade Center. Feb. 12-17, 1973. Japan is one of the fastest growing markets in the world for laundry and dry cleaning equipment. Consumption will be almost $29 million in 1973. Imports are growing 20 percent a year. Demand is for large scale, high speed equipment. Call R. Miller, 202-967-4918.

Trade Mission. Ivory Coast, Zaire, Nigeria. Feb. 12-23, 1973. This mission is designed to take advantage of the great need and demand in these countries for Food Processing and Packaging Equipment. Call 202-967-3904.

Industrial Process Control — Analytical Instrumentation. Sydney Trade Center. March 5-9, 1973. Prospects for sale of U.S. process control equipment and related instrumentation are especially bright in Australia. Demand continues to be spurred by strong growth in the mineral processing, chemicals, electrical power and natural gas industries. Call J. Klingelhut, 202-967-5751.

Plastic Machinery and Instrumentation. Mexico City Trade Center. March 5-9, 1973. Mexico's growing plastics industry is a prime market for U.S. machinery. Imports of plastic production equipment in 1971 amounted to approximately $19.1 million, about 90 percent of total consumption for that year. Of this total, the U.S. captured 48.3 percent of the market. As for 1973, imports are presently forecast at $24 million with the U.S. share set at $14 million, about 56.9 percent of the market. Contact Fred Tower, 202-967-2963.

Industrial and Commercial Security Equipment. London Trade Center. March 5-9, 1973. The United Kingdom represents a $400 million market for a wide variety of security and fire protection equipment. Research indicates a growth rate estimated at 20 percent annually. Call W. S. Gaines, 202-967-4073.

Industrialized Building Exhibition. Tokyo Trade Center. March 5-10, 1973. This exhibition is planned to capitalize on the Japanese Construction Ministry's current five-year home construction plan which calls for the construction of 9.5 million houses by 1976. Call Maurice A. Shea, 202-967-4511.

Metal Parts Production Equipment. U.S. Trade Center, Stockholm. March 5-10, 1973. Metalworking is Sweden's largest industry. In 1969, its output exceeded $6 billion, constituting more than one third of all industrial production. Call C. E. Walls, 202-967-4256.

Data Communications Equipment Exhibition. Paris Trade Center. March 12-16, 1973. This exhibition will feature data transmission and storage computers, terminals, teleprinters, teletypewriters, message switching equipment, data multiplexing equipment, test and measurement instrumentation and sub-assemblies. The French market for data communications equipment is expanding at an annual rate of 50 percent. The United States now is the largest supplier. Call Bob Wallace, 202-967-4508.

Apparel Manufacturing Equipment. Milan Trade Center. March 12-16, 1973. A steadily expanding market, combined with an improving rate of exchange between the dollar and lira, provides American firms with a unique opportunity for sales of high technology, mass production garment-making equipment. With equipment purchases averaging $40 million yearly and an expanding economy, prospects for sales in the Italian market are bright. Call Don Johnson, 202-967-2795.

Printing and Bookbinding Equipment and Graphic Arts. Tokyo Trade Center. March 16-19, 1973. Japan is a significant importer of printing, bookbinding and graphic arts equipment, purchasing in 1971 $45 million from overseas sources. Some $11 million came from the U.S. Market research indicates that 37 separate items in five principal categories have high sales potential in Japan. Call Robert Levine, 202-967-4705.

Graphic Arts Packaging Exhibition. Brazil. March 19-25, 1973. Some 50 U.S. exhibitors will display graphic arts and packaging equipment in twin international exhibitions held in huge Anhembi Park in Sao Paulo by the top fair organization in Brazil. Last year Brazil's economic growth rate was 11.3 percent. Call Porter Clary, 202-967-5768.

Trade Mission. Lebanon, Kenya. March 19-30, 1973. This is a specialized mission designed to capture a greater part of the expanding market for equipment and services related to tourism. Call 202-967-3904.

Railroad and Rapid Transit Equipment Trade Mission. Bangkok, Calcutta, Delhi, Madras. March 1973. Designed to increase the approximately 25 percent U.S. share of this over $20 million Indian market. Call H. Socks, 202-967-3904.

Pollution Control Equipment Trade Mission. Taiwan, Thailand, Singapore. March

1973. Emphasis is on manufacture, engineering, and technical consulting pertaining to systems in air, water, solid waste and sewage disposal. Call Larry C. Cozart, 202-967-2051.

Catalog Show and Trade Mission. United Kingdom, Netherlands, Norway. March 1973. American Oil Equipment Manufacturers and Service Companies have an opportunity to show catalogs at the Offshore Scotland Exhibition in Aberdeen. Call Al Caya, 202-967-2120. An additional opportunity to explore the possibilities in North Sea Oil is open to 8 to 12 companies to join a Trade Mission to the United Kingdom, Netherlands and Norway. Call Stan Hays, 202-967-4927.

Trade Mission. Kuwait, UAE, Saudi Arabia. April 2-13, 1973. Rapidly increased oil revenues and governmental commitments to health services auger well for this Hospital-Medical Equipment Mission. Call L. Carteron, 202-967-2232.

Hotel and Restaurant Equipment Exhibition. Paris Trade Center. April 9-13, 1973. The market for this type of equipment in France is exceptionally strong. The expansion and modernization of hotels and catering establishments, including the provision of large volume and quick-service feeding facilities, continues to provide special investment incentives in this field. Imports still account for about one half of total sales. Call J. Gwaltney, 202-967-2888.

Electronics Test and Measuring Instruments. London Trade Center. April 9-13, 1973. Inflationary pressures in the United Kingdom have made cost effectiveness the principal consideration in the purchase of electrical-electronics measuring and test instruments. Call L. W. Swift, Jr., 202-967-4461.

Construction Equipment, Building Products, Logging, Forestry, Sawmill and Woodprocessing Equipment. Singapore. April 9-14, 1973. Call LoRee P. Silloway, 202-967-4858. Concomitantly, **Logging, Forestry, Sawmill and Woodprocessing Equipment Trade Mission**, beginning April 9-14 in Singapore (exhibition participation optional); moving to Indonesia, April 15-21; and Philippines, April 22-25. Call Larry Cozart, 202-967-2051.

Materials Handling Equipment. U.S. Trade Center, Stockholm. April 9-14, 1973. The Nordic markets for these products total an estimated $450 million, of which imports supply one third. New programs are now planned to modernize and rationalize production, internal transportation packaging and storage operations. Call your nearest Department of Commerce Field Office.

Food Processing and Packaging Machinery and Equipment Trade Mission. USSR, Poland, Austria, Yugoslavia. April 1973. These countries are good prospects for modern automated equipment, especially in the processing and packaging of meat for export and of speciality and convenience foods for the Hotel Industry. Membership will be limited to 12 firms. Call 202-967-3904.

Light Industrial Equipment for Mining and Construction Industries Trade Mission. Peru, Ecuador, Colombia. April 1973. Oil and gas developments in these countries are expected to increase the market. Call 202-967-3904.

Metallurgy Equipment and Instrumentation Trade Mission. Mexico City, Monterrey, Quetetaro. April 1973. Considerable investment is planned for the Las Truchas steel plant in northern Mexico. Call 202-967-3904.

Nor-Shipping '73. Oslo. May 9-15, 1973. The fourth international shipping exhibition offers U.S. companies an excellent opportunity to promote their products to Scandinavian users of shipbuilding, marine, cargo, and port equipment. Call A. J. Beiring, 202-967-3838.

Interpack '73. Duesseldorf. May 10-16, 1973. This is the largest specialized packaging exhibition in the world. Consumption of packaging machinery in West Germany reached $74 million in 1971, up 11.6 percent over 1970. Call. W. S. Gaines, 202-967-4073.

Audio Visual Marketing and Training Aids. Sydney Trade Center, May 14-17, and Melbourne, May 21-24, 1973. This show and seminar will further exploit a very promising market for audio visual equipment, estimated at $6 to $7 million in 1972. Call Pat O'Connor, 202-967-2715.

Analytical Instruments for Science and Industry. Tokyo Trade Center. May 14-19, 1973. Japan is a $100 million market for analytical instruments for science and industry. Consumption is expected to rise 30 percent annually over the next few years. High sales potentials exist for a broad range of instruments and equipment. Call your nearest Department of Commerce Field Office.

Agriculture-Irrigation Equipment Trade Mission. Bombay, Chandigarh, Delhi, Lucknow, Hyderabad. May 14-25, 1973. This mission seeks to capitalize on the $35.9 million Indian market. Call 202-967-3904.

Minicomputers and Related Peripherals Exhibition. Milan Trade Center. May 15-19, 1973. The market for U.S. minicomputers is expanding at 30-40 percent annually, and is wide open. Sales are expected to reach $10 million in 1975. Italian EDP users are moving from large systems to smaller, specialized ones, and U.S. manufacturers should move now to establish themselves in this growing market. Equipment to be exhibited includes minicomputers and all EDP peripherals designed for use with minicomputers. Contact Don Johnson, 202-967-2795.

Pulp, Paper and Conversion Equipment. Mexico City Trade Center. May 21-25, 1973. Rapidly expanding pulp and paper industries form attractive sales targets in a nearby market. Call Jim Blow, 202-967-4311.

Trade Mission. Japan, Australia. May 1973. Includes equipment and systems for industrial uses of natural gas. Call 202-967-3904.

Trade Mission. Saudi Arabia, UAE, Kuwait, Greece. May 1973. These countries are anxious to better their airport facilities and are backed by ample hard currency revenues or international project loans. U.S. industry should have a competitive edge in marketing. Call 202-967-3904.

Design Engineering, Industrial Components and Subassemblies. Paris. June 2-8, 1973. The automotive, aerospace, construction, fabricated metal machinery and instruments industries will constitute the key buying audience for this show. The total French market for all types of U.S. design engineering parts and components is estimated at over $165 million. Call R. B. Wallace, 202-967-4508.

Trade Mission. Israel, Iran, Turkey. June 4-15, 1973. In order to capitalize on all three countries' commitments to improve the food sector production distribution and overseas sales, this Food Processing and Packaging Mission is scheduled. Call 202-967-3904.

Data Transmission Equipment and Computer Terminals. Tokyo Trade Center. June 11-16, 1973. The anticipated opening of Nippon Telephone and Telegraph's circuits to data transmission this month is expected to stimulate new demands in Japan for data transmission equipment (and computer terminals). Sales of data transmission equipment in Japan in 1971 were estimated at $390 million, including imports from the U.S. of nearly $16 million. Call Ray Eiselt, 202-967-3846.

Materials Test and Quality Control Equipment. Milan Trade Center. June 12-16, 1973. Featured will be electrical, electronic and sophisticated mechanical equipment for testing and analyzing physical properties of industrial materials and for environment simulation testing. Italy is a good market for American-made testing equipment. The show will be promoted to a wide audience of buyers in Italian industry. Contact Robert Wallace, 202-967-4508.

Modern Merchandising Equipment. Paris Trade Center. June 18-22, 1973. France has developed one of the most advanced retailing systems in Europe, second only to West Germany in the proliferation of large self-service stores. Given the continuing construction, development, and success of American-style supermarkets, shopping centers, and smaller stores, the outlook for U.S. manufacturers of modern merchandising equipment is most promising. Call Samuel Spaulding, 202-967-3968.

Sales opportunities in 7 U.S. commercial exhibitions, 25 shows at the 10 U.S. Trade Centers, and 15 Trade Missions are being offered to present and potential U.S. exporters between now and June 1973.

Each Trade Center exhibition is limited to one particular line of products and centers are located in Bangkok, Buenos Aires, London, Milan, Mexico City, Frankfurt, Stockholm, Sydney, Tokyo, and Paris. For further information on the Trade Center shows described or for more facts on U.S. exhibitions, **write:** *Foreign Export Promotion, BIC-936, U.S. Department of Commerce, Washington, D.C. 20230.*

Trade missions are groups of U.S. businessmen organized to travel abroad promoting the export of U.S. goods and services made by their particular industry. **Write:** *Trade Missions, BIC-940, U.S. Department of Commerce, Washington, D.C. 20230.*

Licensing, Investment Abroad

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Office of International Finance and Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to specific proposals.

WTD indicates that a World Trade Directory Report containing financial and background information on the foreign firm is available for $2 from the Department of Commerce, BIC-924, Washington, D.C. 20230, or from any Commerce Field Office.

AUSTRALIA—Western Australia plans an **integrated industrial complex** in the Pilbara region. Project would include steel works, aluminum smelter, caustic soda plant, uranium enrichment plant, ferro-manganese smelter and liquid natural gas facility. Ten year development program. Required private investment estimated at over $4 billion. Additional details available from the Office of International Finance and Investment, BIC-878. Bureau of International Commerce, Washington, D.C. 20230. P-72637.

AUSTRIA—Major importer of coffee, tea and spices will **lease part of its modern plant** now under construction. Plant is located at a Vienna-Salzburg highway fork near Linz. Covers 200,000 square feet. Anton Mickstotter, A-4021 Linz, Landstrasse 113, Austria. P-72639.

2295, 2821 — MEXICO — Newly-established firm seeks joint venture to produce **resin overlays and impregnated cloth.** Interests include manufacture of impregnated cambric cloth to be used as dielectric in the production of transformers, coated battery separators, oil filter papers and decorative overlays. Owner is American citizen experienced in resin operations. Herbert D. Day, president, Manufacturera de Materiales, S.A. de C V., Apdo. Postal 75-381, Mexico, D.F., Mexico. WTD. P-72638.

2400—PARAGUAY—Logging and lumber company plans to expand. Seeks **equipment and machinery to produce plywood, veneers, flooring, furniture parts.** Wants U.S. distributor with nationwide markets to handle finished products. Possible opportunity for investment in Paraguayan firm. Dr. Luis Picollo, Financiera Picollo S.A., Independencia Nacional 349, Piso 2, Ofugina 1, Asuncion. P-72635.

2600—LIBERIA—Major group wants to establish **paper conversion plant.** Seeks U.S. participant to supply technical know-how and management. Would produce corrugated cartons, toilet tissue, cement and paper bags, wrapping paper and writing pads. Import bulk paper stock. Miss Carmena Pierre, Vice President, Mesurado Group of Companies, Mesurado Hotel, P.O. Box 142, Monrovia. P-72634.

2645, 3461, 3551 — SWITZERLAND — Producer of packaging machinery and closures seeks licenses. Products of particular interest are: **bottle, can and jar closures; wire closures and specialty wire products; bottle caps, lids and closures, paper and plastics; food and dairy products packaging machinery.** Established in 1926; employs 50; annual sales exceed $2.7 million. Paul Umbehr. Umbehr AG, Morgenstr. 83, 3018 Bern. WTD. P-72655.

3253, 3261 — ZAIRE — Semi-autonomous housing, finance and development institution willing to consider proposals for joint venture to establish **ceramics plant for manufacture of bathroom fixtures, tiles and other ceramic products.** Would consider accepting a minority, non-controlling interest in project. Caisse Nationale de'Epargne et de Credit Immobilier (CNECI), B.P. 1116, Kinshasa, Zaire. Attn: Director General. P-72653.

3292 — SWEDEN — For expansion purposes, Sweden's only manufacturer of **friction material such as woven and molded brake linings and clutch facings** proposes one or a combination of the following arrangements with a U.S. firm experienced in the industry: joint venture, including purchase of technical know-how; license, including purchase of industrial property rights; technical assistance, including purchase of processes or techniques; direct purchase of specific type of friction materials. Firm is newest subsidiary of state-owned investment organization which operates a wide range of industrial and service organizations with total employees exceeding 34,000. SVETAB, Svenska Industrietablerings AB, Box 40055, S-103 42 Stockholm 40, Sweden. Attn: Hakan Raihle, Project Manager. Mr. Raihle and other company executives will visit U.S. in late November. Interested U.S. firms should contact him at once via Telex 105-25 SUAB-S. P-72647.

3443 — FRANCE — Seeks manufacturing and distribution rights in Europe for **steel maritime shipping containers and similar boiler shop line products.** Presently makes welded steel plate products. Jean Lentz, Sotralentz, 24 Rue Professeur-Froehlich, 67 Drulingen, France. WTD. P-72631.

3444 — GERMANY — Large manufacturer of skylights and skydomes, seeks cross licensing arrangements to manufacture **skylights and skydomes** in U.S. and Germany. Established in 1936; employs 180; annual sales about $5 million. Essman, Heinz KG, P.O.B. 3280, 4902 Bad Salzuflen-Schoetmar. Germany. P-72652.

3469, 3471, 3544—SWITZERLAND—License and/or joint venture for manufacture of **tools and dies, stamped parts and copper, nickel and zinc plating of parts.** U.S. firm to distribute in Europe items produced through their own marketing organization. Company currently manufactures tools, stamped parts, electronic apparatus, instruments and controls, circuit testers and communication equipment. Fritz Schori, Commercial Director, Ernest Schori AG, Bettingenstr. 37, 3018 Bern. WTD. P-72649.

3479—GERMANY—Producer of **plating compounds for galvanizing** seeks to expand present line of business. Particularly interested in brighteners for nickel, chromium, zinc baths. Established in 1968. Hans Georg Lass, Ingenieurbuero, Galvanotechik, 9 Spelenkampweg, 4814 Senne I, Germany. WTD. P-72642.

3494, 3533 — UNITED KINGDOM — Licenses to produce **valves, allied pipeline equipment** for use in development of North Sea petroleum industry. Firm makes valves, forged steel pipe fittings. Employs about 200. C. M. Loud, sales director, Trent Valve Co. Ltd., Brassiness Works, Cinderhill Rd., Nottingham NG6 8RF, England. P-72632.

3494, 2533—UNITED KINGDOM—Manufacturer of **forged and cast steel gate, globe and check valves; liquid level gauges** for oil, petrochemical industries seeks licenses. Wants to produce valves and related equipment complementary to present line. Particularly interested in providing equipment for North Sea oil exploration. M. W. J. Spencer, export marketing manager. Tress Engineering Co. Ltd., Riverside Works, Newburn, Newcastle-upon-Tyne. P-72636.

3533 — UNITED KINGDOM — Wants to participate in offshore North Sea oil and gas industry. Seeks license to **fabricate heavy tubing for manufacture of oil rigs, other installations.** Produces pressure vessels, boilers and storage tanks for oil and gas, large steel pipe and heavy duty piling tubing. Employs 400. S. C. Thomson, chairman, Clayton, Son & Co. Ltd., Moor End Works, Hunslet, Leeds LS10 2BH, England. P-72629.

3559 — GERMANY — Manufacturing rights for **patented, newly-developed industrial machinery.** Prefers machinery which can be produced on the continuous assembly production system. Presently makes several types of machinery for machine tool and plastic industry. Space available for expansion. Established 1899, employs 400. OHLER Eisenwerk, Theob. Pfeiffer, 5970 Plettenberg-Ohle, Germany. WTD. P-72633.

3559 — UNITED KINGDOM — Manufacturer of **pumps and sewage treatment equipment** seeks licenses to make additional products. Interests include small incinerator units of 5-25 tons/day handling capacity suitable for sewage and industrial sludge disposal; horizontal or vertical belt de-watering presses for sewage and industrial sludge; centrifuges for sewage and industrial sludge; gantry mounted or floating surface aerators for sewage and industrial sludge; coarse sludge screening machinery; and industrial grease traps. E. A. Barlow, Mono Pumps (Engineering) Ltd., Mono House, Sekforde St., London, E.C.1. P-72643.

3559 — UNITED KINGDOM — Manufacturing rights for **medium to heavy mechanical engineering equipment.** Presently produces electrostatic and mechanical gas/air cleaning machinery, centrifugal

fans, machinery for steel and glass industries. Subsidiaries in Belgium and France. Established 1884, employs 450. R. A. Younger, Sturtevant Engineering Co. Ltd., Hamlyn House, Highgate Hill, London, N. 19., England. WTD. P-72641.

3561, 3599, 3729—FRANCE—Producer of fluid circulation and regulation equipment, also such equipment for jet engines as starter nozzles and insert regulators seeks licensing rights to manufacture **aircraft parts and equipment, particularly valves, filters, couplings, clappers, pumps and similar devices used in aeronautical and industrial fluid circulation systems.** Firm reports annual sales around $5 million, employs 250 and operates two plants equipped with 200 machine tools. Firm's circulation equipment is supplied for various aircraft, including the Fan Jet Falcon and also for helicopters and jet-powered railroad locomotives. Le Bozec et Gautier, 28 rue Carle Hebert, 92 Courbevoie, France. Attn: Mr. Lefevre. WTD. P-72630.

3561, 3585—NETHERLANDS—Manufacturing and distribution rights for **air conditioning package units for commercial application; hydraulic rams and pumps, preferably two-speed, with a capacity up to 600 tons.** Presently produces central heating equipment, hydraulic bending machines, steel plate radiators. Exports to ten countries. C. J. van der Ven, Van der Mark N.V., 75 Beneden Verlaat, Veendam. WTD. P-72654.

3589—JAPAN—Licenses to manufacture **integrated car washing systems and/or coin operated washing machinery.** Initially would market the equipment as a distributor. Firm reports annual sales of $231 million, employs about 740. Engaged primarily in textile industry. Mr. M. Abe, manager, Foreign Business 4th Sec., Sankyo Seiko Co., Ltd., 5 Nihonbashi Tomizawacho, Chou-ku, Tokyo 103. WTD. P-72646.

3599—KOREA—Joint venture proposed by Korea's leading producer of agricultural machinery to manufacture **internal combustion engine carburetors.** Up to 40 percent equity available to U.S. partner. Plant site would be near Seoul, accessible to express highway and railroad. Potential investors might consult OPIC for insurance coverage. Dae Dong Industrial Co. Ltd., Room 909, Centre Bldg., 91-1, Sokong-Dong, Chung-Ku, Seoul. Attn: Kim Sam Man, president. WTD. P-72645.

3611, 3821—THAILAND—Establishment of a subsidiary by a U.S. manufacturer of **water meters, electric meters and other industrial meters, gauges and measuring instruments** would receive special consideration by the governmental Board of Investment. The measuring instrument manufacturing and assembling industry has recently been included in the list of promoted industries. Foreign firms establishing plants in this category qualify for certain tax advantages, provided their investment is not less than $100,000, use of machinery is approved by the Board of Investment and the finished products meet the Board's standards. Details available from: Board of Investment, Mansion 2, Rajdamnern Ave., Bangkok 2. P-72650.

3679—AUSTRALIA—License to manufacture **print-out tapes for wide range of office equipment.** Would include computer tapes. Seeks technical know-how, machinery. Omnitex Industries Pty. Ltd., 1-5 Cato St., Hawthorn East 3123, Victoria, Australia. P-72640.

3679—ISRAEL—Licensing or technical know-how agreement sought by producer of TV and radio receivers, air ionizers and electronic insect exterminators to manufacture other **electronic and electromechanical products.** AMRON Ltd., P.O. Box 337, Herzliya B, Israel. Attn: S. Goldman, manager. P-72644.

3711—SWITZERLAND—Licenses sought by producer and distributor of general aircraft instruments to manufacture such **flight instruments for private and business aircraft as air speed, rate and climb, and turn and bank indicators.** Firm employs around 15 to 20 in small, well-equipped plant. Merag Lanzenen 12, 3800 Interlaken, Switzerland. Attn: Armin Ch. Reller, president. WTD. P-72651.

7032—ARGENTINA — Established engineering consulting firm desires license for **construction of ski center,** including mechanical mountain transportation equipment such as ski and chair lifts. Also interested in financial investment and construction collaboration for the development of this center. Dr. Manuel E. Fucks, Latinoconsult S.A., Belgrano 355, Buenos Aires. WTD. P-72648.

Licensing In U.S.

For additional information on opportunities to manufacture foreign firm's products in the U.S., write Commerce's Office of International Investment, BIC-874, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-2248), referring to the appropriate file number.

AUSTRIA—Rights to manufacture in the U.S. a newly developed and patented **emergency ladder** for use in hotels, hospitals and schools as well as private homes are being offered to U.S. licensees. The ladder unfolds automatically and can support up to 2200 lbs. **File 2285**

AUSTRIA—Firm is seeking a U.S. company to produce under license or joint venture arrangement a **television transposer** developed by the company. The TV transposer serves as a relay station. **File 2286**

FRANCE—A company is offering for manufacture in the U.S. under license, a **metal shelving system** which it claims to be unique since its assembly does not require screws, bolts, soldering or rivets, and its manufacture can be entirely automated. **File 2287**

FRANCE—A company is offering for manufacture in the U.S. its patented **audio-visual card reader.** The cards can represent a text, drawing, photo schematic sketch, map or any other graph accompanied by an appropriate sound recording. **File 2288**

GERMANY—A large manufacturer of **skylights and skydomes** seeks cross licensing arrangements with U.S. manufacturers of similar products. **File 2289**

GERMANY—A large manufacturer of automobile accessories, car jacks, towing cranes and builder's hardware, seeks U.S. licensees for the manufacture in the U.S. of its **impact energy absorbing unit,** which was especially developed for application in motor vehicle bumper systems. **File 2290**

GERMANY—A medium-size manufacturer of plastics and wood products used in the shoe industry is offering licenses for U.S. manufacture of **plastic heel molds and polyurethane foam shoe components.** **File 2291**

GERMANY—A medium-size firm is interested in having its line of **industrial air filters** manufactured in the U.S. under license agreement. **File 2292**

GERMANY—A firm is seeking a U.S. partner for establishing a joint venture in the U.S. for manufacture of **polyurethane-based raw materials.** These include linear and branched polyesters for the manufacture of polyurethane foams, lacquers and elastomers, one- and two-component polyurethanes for textile coating, base materials for polyurethane adhesives, isocyanates, catalysts for polyurethane reactions, base materials for polyurethane lacquers and polyurethane-based PVC plasticizers. **File 2293**

GERMANY—A leading manufacturer of concrete formwork is offering to license its know-how in the U.S. Included are wall formwork, slab-tables and other molds, made in large series. **File 2294**

SWITZERLAND—A small firm is offering for licensing in the U.S. its two novel **tear gas sprayers.** One type produces tear gas foam; the other type produces a mist spray. **File 2295**

SWITZERLAND—A small- to medium-sized manufacturer of lawn mowers and minicarts offers for manufacture under license in the U.S., and possibly for franchising, his **battery-driven, coin-operated mini-carts for children's recreational facilities. File 2296**

SWITZERLAND — An old-established medium- to large producer of infant foods offers for production under license in the U.S. its **children's, babies' and infants' cereal, fruit and vegetable base instant dry foods. File 2297**

SWITZERLAND — A large soft-drink manufacturer is offering for manufacture under licensing agreement, joint venture or franchise agreement its **non-alcoholic, sparkling drink,** which is lightly carbonated, and of golden, clear, wine-like appearance. The basic raw material is milk, with special flavoring. **File 2298**

Beirut Businessman Wants To Represent U.S. Producers

A Lebanese businessman, Fouad J. Tabet, wishes to establish a separate company to function as manufacturers representative for the Middle East for U.S. firms. Tabet desires to correspond with and be Lebanese distributor for firms producing exterior and interior tiles (including swimming pool tiles), carpets, false ceilings, wood paneling, wallpaper and sanitary ware. Interested U.S. firms should contact Tabet at P.O. Box 4372, Beirut. WTD 5/72.

Korean Farm Machinery Firm Seeks Carburetor Joint Venture

A leading Korean manufacturer of agricultural machinery, Dae Dong Industrial Co.. is seeking a joint venture with a U.S. firm for the manufacture of carburetors in Korea. The firm is likely to assume greater importance in the future as soon as the Korean Government adopts and implements a plan for mechanizing agriculture. Interested U.S. firms should contact the firm at Room 909, Centre Bldg.. 91-2 Sokong-Dong, Chong-ku, Seoul 100. WTD 11/71.

Foreign Trade Opportunities

These trade opportunities are based on reports received from the U.S. Foreign Service by the Trade Opportunities Division, BIC-831, and units of the Bureau of Domestic Commerce (BDC), U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1967 Census of Manufacturers, used extensively by Government and industry.

U. S. firms should be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only firms or individuals with good reputations. However, the Department cannot vouch for results.

The mark (●) indicates a request for bids by a foreign government agency. A (★) means that additional information may be borrowed by U.S. firms from BDC. Abbreviations used are: I (importer); D (distributor); M (manufacturer); A (agent); R (retailer). Requests for loan material should specify country, commodity and foreign government agency.

WTD indicates that a World Trade Directory Report containing financial and business information on the foreign firm is available for $2 from the Commerce Department, BIC-976, Washington, D.C. 20230.

To speed transmittal of foreign trade opportunities, the Foreign Service is now telegraphing them to the U.S. Also, beginning Nov. 13, they are being published not only in Commerce Today *but also in* Commerce Business Daily. *The latter is the Commerce Department's publication presenting U.S. Government procurement invitations, subcontracting leads, contract awards, surplus property sales and foreign government business opportunities.*

A Commerce Business Daily *subscription is $25 annually, plus $30.25 if airmail service is desired. The magazine is sent only to addresses in the U.S. and its territories and possessions. Send check or money order payable to Superintendent of Documents, with full mailing address, to: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402 or to nearest Commerce Field Office (see list on inside back cover).*

Direct Sales

Specific foreign firms have expressed interest in direct purchases of the products below. See also the "Agencies" listing.

Cash grains

01199—BOLIVIA—Hops for brewing of beer. Correspondence preferred in Spanish, Cerveceria Taquina S.A. (brewery), Casilla 494, Cochabamba. WTD in prep.

Vegetables, melons

01610—ITALY—Fresh asparagus. Lanza, Annibale (I, D, R), Via Canevari 2 R, 16137 Genoa. WTD 5/72.

Fruits, tree nuts

01710 — ITALY — Fresh strawberries. Lanza, Annibale (I, D, R), Via Canevari 2 R, 16137 Genoa. WTD 5/72.

01730—ITALY—Walnuts. Lanza, Annibale (I, D, R), Via Canevari 2 R Genoa. WTD 5/72.

01740—ITALY—Grapefruits. Lanza, Annibale (I, D, R), Via Canevari 2 R, Genoa. WTD 5/72.

Lead, zinc ores

10331—GERMANY—Crude zinc ores in shipments of 2,000-4,000 tons. A) minimum of 3% copper (CU) content, free of or low in arsenic (AS), antimony (SB), and lead (PB); B) with minimum of 3% CU content; AS, SB, and PB permitted. Duisburger Kupferhuette, Attn: Hans Lipiak (M, I, D), 220 Werthauserstr., 41 Duisburg. WTD in prep.

10332 — GERMANY — Zinc concentrates in shipments of 2,000-4,000 tons. A) with minimum of 3% copper (CU) content, free of or low in arsenic (AS), antimony (SB), and lead (PB); B) with minimum of 3% CU content; AS, SB, and PB permitted. Duisburger Kupferhuette, Attn: Hans Lipiak (M, I, D), 220 Werthauserstr., 41 Duisburg. WTD in prep.

Confectionery

20713—JAPAN—Candy, package goods. Best International, Division of Commercial Development Co., Ltd. (I, A, D), Imperial Hotel Annex, 1-1 Uchisaiwaicho, 1-Chome, Chiyoda-ku, Tokyo 100. WTD in prep.

Beverage industries

20830—BOLIVIA—Barley malt for brewing of beer. Correspondence preferred in Spanish. Cerveceria Taquina S.A. (brewery), Casilla 494, Cochabamba. WTD in prep.

Broad woven fabric mills, cotton

22117—SWITZERLAND—Cotton cloths, denims, corduroy, velvet for manufacture of jeans. Boutique Crazy Jeans (I, D, R), Marterey 24, 1003 Lausanne. WTD in prep.

Broad woven fabric mills, manmade fiber, silk

22218 — GERMANY — Textile web from polyamid fiber thickness about 1 mm. which can be rubbercoated for manufacture of air-inflated mattresses, similar products. Offers with prices c.i.f. Needs consistently large quantities. Effbe-Werk Fritz Brumme & Co. KG., Attn: H. Weigandt (M), 9-13 Hermannstrasse, 6096 Raunheim. WTD in prep.

Broad woven fabric mills, wool

22310—AUSTRALIA — Mohair plush 3/16 in. pile to be used for Mohair pad paint brushes. Dempsters Services Pty. Ltd. (D, M), 139 Brunswick St., Fortitude Valley, 4006, Brisbane, Queensland. WTD in prep.

22313—SWITZERLAND—Woolen cloths, flannels, suitable for manufacture of jeans. Boutique Crazy Jeans (I, D, R), Marterey 24, 1003 Lausanne. WTD in prep.

Knitting mills, products

22533—JAPAN—Women's high fashion knit dresses. Best International, Division of Commercial Development Co., Ltd. (I, A, D), Imperial Hotel Annex, 1-1 Uchisaiwai-Cho, 1-Chome, Chiyoda-ku, Tokyo 100. WTD in prep.

Yarn, thread mills, products

22823—KOREA—Thrown filament yarn, except textured—nylon filament yarn, raw, white, weaving yarns. Estimated monthly requirement of 1,300 tons, consisting of approximately 60% in 70 denier and 40% in 40 denier. Delivery terms f.o.b. and c. and f. Pusan/Inchon quotations, specifications requested ASAP. Korea Chemical Fibers Assn., Chong-shik Park—Pres. (association), Dae Il Bldg., 10th Floor, 18 1-Ka, Namdaemun-ro, Chung-ku, Seoul 100.

Women's, misses', juniors' outerwear

23312 — JAPAN — Sportswear, especially quality tenniswear and children's wear. Best International, Division of Commercial Development Co., Ltd. (I, A, D), Imperial Hotel Annex, 1-1 Uchi-

saiwai-cho, 1-Chome, Chiyoda-ku, Tokyo 100. WTD in prep.

23351—JAPAN—Women's, misses high quality dresses. Best International, Division of Commercial Development Co., Ltd. (I, A, D), Imperial Hotel Annex, 1-1 Uchisaiwai-cho, 1-Chome, Chiyoda-ku, Tokyo 100. WTD in prep.

23371—JAPAN—Women's, misses high quality suits and coats. Best International, Division of Commercial Development Co., Ltd. (I, A, D), Imperial Hotel Annex, 1-1 Uchisaiwai-Cho, 1-Chome, Chiyoda-ku, Tokyo 100. WTD in prep.

Fabricated textile products

23990 — JAPAN — Diapers of various kinds. Yamazen Yakkyoku (Drug Store) Co., Ltd. (I, R), 1038 Ote-machi, Kasugai City 486. WTD 9/72.

Converted paper, paperboard products

26495 — GERMANY — Disposable bedsheets, pillow cases, underwear, and overalls. Offers with price quotation c.i.f., samples. Karl Huettner Soehne Ohg. (dry cleaning plant), 69 Bahnhofstrasse, 6342 Haiger. WTD in prep.

Industrial chemicals

28123—BOLIVIA—Caustic soda for use in brewing of beer. Correspondence preferred in Spanish. Cerveceria Taquina S.A. (brewery), Casilla 494, Cochabamba. WTD in prep.

28152—LEBANON—Synthetic dyes for pure wool, synthetic fibers. Cedartex S.A.L. (M), P.O. Box 3562, Beirut, Cable CEDARTEX. WTD in prep.

28181—TAIWAN — Miscellaneous cyclic chemicals. Orient Trading & Industry Ltd. (I, A, exporter), P.O. Box 3240, Taipei. WTD 8/71.

28184 — ITALY — Urea 46%; approx. 15,000 M.T. from January through March 1973. Snaci Societa Nazionale Agricola Commerciale Industriale (I, D), 43 Via S. Stefano 40125 Bologna. WTD 4/72.

28190—CANADA — Industrial chemicals of all types relating to mining and pulp and paper industries. Mackenzie & Feimann Ltd. (I, D), 970 Malkin Ave., Vancouver, B.C. WTD 10/72.

28191—BOLIVIA—Ammonia for use in brewing of beer. Correspondence in Spanish preferred. Cerveceria Taquina S.A. (brewery), Casilla 494, Cochabamba. WTD in prep.

28192—COLOMBIA—Calcium hypochlorite (HTH), granulated, 70% to 80% high purity grade. H. Mejia & Cia. Ltda. (I, D), Avenida Jimenez No. 9-14, Oficina 207, Bogota. WTD 10/72.

28192—COLOMBIA—300 drums calcium hypochlorite (HTH) granulated 70% high purity grade. Central Importadora (I, D, R), Carrera 36 No. 19-12, Apartado Aereo 10101, Bogota. WTD in prep.

Synthetic materials

28213—GHANA—100 tons styrofoam raw materials (thermoplastic resins) to make 700,000 sq. ft. of 3-in. thick blocks. Tema Food Complex Corp., Attn: Charles Forjour and Harold Seaman (D, M), P.O. Box 393, Tema. WTD in prep.

28213—MALAYSIA—PCV copolymer in powder form, polymerization degree 400, vinyl acetate 15%, vinyl chloride 85%. Quotation c.i.f. Penang. Golden Voice Musical Industries Sdn. Bhd. (D, M, exporter), Tasek Industrial Estate, Lot 11, Ipoh, Perak. WTD 10/72.

28213—TAIWAN—High density polyethylene resins, on grade and off grade), for monofilament, rope, blow, flat yarn.; homopolymer polypropylene resins, on grade and off grade for film, flat yarn, injection. Chi Mei Trading Co., Ltd. (I, exporter), 9 Ai-Kuo W. Rd., Taipei. WTD 10/72.

28232—TAIWAN — Viscose, rayon filament, 120/D. Tah Tong Textile Mfg., Ltd. (I, M, exporter), 63 Yenping N. Rd., Sec. 1, Taipei. WTD 10/72.

Synthetic materials

28242—LEBANON—Acrylic and polyester fibers in top form. Cedartex, S.A.L. (M), P.O.B. 3562, Beirut. Cable Cedartext. WTD in prep.

Drugs

28340 — GERMANY — Pharmaceutical preparations for distribution in hospitals. Dr. E. Fresenius KG., Attn: P. Dietrich (M, D, I), 5 Glueckensteinweg, Postf. 1546, 6380 Bad Homburg. WTD 10/72.

Soap, detergents, cleaning preparations, perfumes, cosmetics

28444—GREECE—Tooth paste. Requests c.i.f. Piraeus price quotations. Assimacopouli Bros. (I, D), 14/16 Lycourgou St., Athens. WTD 10/72.

28445—ETHIOPIA—Six metric tons of dichlorophen BP 68 94 70 3178109 3,5, white color; to be shipped in six months at the rate of one and half tons every two mos. c.i.f. Assab price quotations requested ASAP. Ethiopian Pharmaceuticals Manufacturing Share Co. (M, D), P.O. Box 2457, Addis Ababa. WTD 7/71.

Agricultural chemicals

28711—ITALY — Ammonium phosphate, diammonium phosphate, ammonium nitrate triple superphosphate: approx. 15,000 M.T. from January through March 1973. Snaci Societa Nazionale Agricola Commerciale Industriale (I, D), 43 Via S. Stefano 40125 Bologna. WTD 4/72.

28712—ITALY—Foliar nutrients (organic fertilizer); approx. 15,000 M.T. from January through March 1973. Snaci Societa Nazionale Agricola Commerciale Industriale (I, D), 43 Via S. Stefano 40125 Bologna. WTD 4/72.

Paving, roofing materials

29523 — GERMANY — Asphalt sidings, roofings, similar construction materials. Baupla Gmbh. (D, I), 12-14 Lilienthalstr., 6630 Saarlouis. WTD 10/72.

Fabricated rubber products

30698 — SWITZERLAND — Industrial, protective neoprene finger gloves, lined, unlined. Furter & Co., Attn: Mr. E. Ulrich (I, D), Zentralstrasse 62, CH-8036 Zurich. WTD in prep.

Plastic products

30796 — GERMANY — Plastic tiles, sidings, other pre-fab plastic construction parts. Baupla Gmbh. (D, I), 12-14 Lilienthalstr., 6630 Saarlouis. WTD 10/72.

30796 — PORTUGAL — Epoxy top and door products for concrete silos of approximately 17,000 sq. ft. and 20 ft. diameter by 55 ft. high. H. George Muller (private businessman-farmer), Quinta Das Atafonas, Caixa Postal 5, Evora. WTD in prep.

30798 — BAHAMAS — Plastic spoons, forks, knives; bulk in white color only retail packaged ware colored only. Quote in 5-5½ in. lightweight and 6½-6¾ in. heavyweight plastics. Nassau Paper Co. Ltd. (I, D), P.O. Box N-4139, Nassau. Attn: Vaughan Higgs. WTD 10/72.

Footwear, except rubber

31410 — JAPAN — Men, women's shoes, dress and play. Best Internatjonal, Division of Commercial Development Co., Ltd. (I, A, D), Imperial Hotel Annex, 1-1 Uchisaiwai-Cho, 1-Chome, Chiyoda-ku, Tokyo 100. WTD in prep.

Handbags, personal leather goods

31710 — JAPAN — Ladies high quality hand bags. Best International, Division of Commercial Development Co., Ltd. (I, A, D), Imperial Hotel Annex, 1-1 Uchisaiwai-Cho, 1-Chome, Chiyoda-ku, Tokyo 100. WTD in prep.

Abrasive, asbestos, nonmetalic mineral products

32927 — INDIA — Asbestos fibre grades 3T and 3R for spinning yarn. Annual requirements approx. 60 m.t. R. D. Aggarwal, G K Industries (M), 2423 Shardhanand Marg, Surekha Bldg., Delhi—6. WTD in prep.

Steel mill products

33123—MALAYSIA—Tin plate, weight 80 to 112 lbs. Aik Joo Can Factory Sdn. Bhd. (M), 4829 Jalan Ptg. Pauh, Mak Mandin Industrial Estate, Butterworth, Province Wellesley. WTD 10/72.

Primary smelting, refining of nonferrous metals

33311 — GERMANY — Copper residues, speiss, flue dust in shipments of 100-2,000 tons. Duisburger Kupferhuette, Attn: Hans Lipiak (M, I, D), 220 Werthauserstr., 41 Duisburg. WTD in prep.

33331—GERMANY—Zinc residues, etc., in shipments of 100-2,000 tons. Duisburger Kupferhuette, Attn: Hans Lipiak (M, I, D), 220 Werthauserstr., 41 Duisburg. WTD in prep.

Secondary smelting, refining of nonferrous metals

33416 — AUSTRIA — Ultra-pure metals (tantalum, columbium, germanium, magnesium, etc.) in sheet bar form for manufacture of semi-conductors. Specifications, price quotations requested. Dr. Josef Meier (D, M), Gartenstrasse 10, A-6700 Bludenz. WTD in prep.

Rolling, drawing, extruding of nonferrous metals

33510—UNITED KINGDOM — Approximately 5 tons of blanks 16"x12"x30G of 63/37 quality brass sheets bright rolled in half hard condition suitable for printing. Henry Righton & Co. Ltd. (D), Central Services Dept., Brookvale Rd., Witton, Birmingham B6 7EY. WTD in prep.

33512 — FRANCE — Die worked and "turning from the bar" brass and copper strips and tubes. Annual purchase 3,000 tons. Chaffoteaux et Maury (M, O), B.P. 351, 22005 Saing-Brieux. Attn: Mr. Lacroix, Purchasing Mgr. WTD in prep.

Primary metal industries

33910—ITALY—"Ergo" type or equal, anti-sweep chain made of special hardened alloy steel capable of withstanding cutter head action. Other mandatory specifications: should only break when subjected explosion or cutting by oxyacetylene torch or oxyhydrogen blowpipe. Barbagelata Guanito S.P.A. (D, R, M),

Piazza Cavour 2, 16128 Genoa. WTD 10/71.

Fabricated structural metal products

34492—GERMANY—Greenhouses, metal structure, covered with plastics and plastic boards. Friedrich Scharr Ohg (I, D, R), 7 Stuttgart 80, Postfach 800 940. WTD 9/72.

Screw machine products

34522 — GERMANY — Sheetmetalworking machinery: presses. C. Illies & Co., Attn: Mr. Cares (D, I), 2 Hamburg 36, Gaensemarkt 45. WTD 10/72.

Metal stampings

34611 — NEW ZEALAND — Household enamelware with emphasis on kitchenware. Product brochures and f.o.b. prices requested. Company will purchase for own wholesale distribution on basis of sole New Zealand agency only. Direct purchase & agency. Sargood & Son & Ewen Ltd., Attn: W. H. Raven, Merchandising Mgr. (A, D, M), P.O. Box 5447 Auckland. WTD 10/72.

34615 — NEW ZEALAND — Household utensils, specifically hand operated pepper and salt grinders or mills for table and food mills for vegetables and meat for kitchen use. Company will purchase for own wholesale distribution on basis of sole New Zealand agency only. Sargood & Son-Ewen Ltd., Attn: W. H. Raven, Merchandising Mgr. (A, D, M), P.O. Box 5447 Auckland. WTD 10/72.

Farm machinery

35228—PORTUGAL — Automatic center post chain unloaders for use in concrete silos. H. George Muller (private businessman-farmer), Quinta Das Atafonas, Caixa Postal 5, Evora. WTD in prep.

Construction, mining, materials handling machinery, equipment

35320—AUSTRALIA—Mining equipment including drills, coal mining equipment, coal getting and processing machinery and equipment. Catalogs, price lists, descriptive material requested. Direct purchase & agency. Swift—Mip Pty Ltd. (A, D, M), 149 Milton St., Ashfield, N.S.W. 2131. WTD 6/72.

35340 — GHANA — One freight elevator and extra control systems. Tema Food Complex Corp., Attn: Charles Forjuor and Harold Seaman (D, M), P.O. Box 393, Tema. WTD in prep.

35340—THAILAND — Automobile lifts, service station and garage type, extendible arms. Requests c.i.f. Bangkok prices, catalogs, brochures. Summit Chavalit Ltd., Part. (D, R), 229 Samsen Rd., Bangkok. WTD in prep.

35370 — GHANA — Six battery operated lift trucks with spare batteries and several automatic charging units. Tema Food Complex Corp., Attn: Charles Forjuor and Harold Seaman (D, M), P.O. Bov 393, Tema. WTD in prep.

Metalworking machinery

35411 — GERMANY — Broaching machines. C. Illies & Co., Attn: Mr. Cares (D, I), 2 Hamburg 36, Gaensemarkt 45. WTD 10/72.

35412—GERMANY—Deep hole drilling machines. C. Illies & Co., Attn: Mr. Cares (D, I), 2 Hamburg 36, Gaensemarkt 45. WTD 10/72.

35414—GERMANY—Metal working machinery: lapping machines. C. Illies & Co., Attn: Mr. Cares (D, I), 2 Hamburg 36, Gaensemarkt 45. WTD 10/72.

35419 — GERMANY — Machine tools. C. Illies & Co., Attn: Mr. Cares (D, I), 2 Hamburg 36, Gaensemarkt 45. WTD 10/72.

35422—MEXICO—Sheet metal working press, preferably used, for manufacture of automotive body parts such as fenders, bumpers, hoods, grilles, etc., with capacity 150 units per 8 hr. shift. Refaccionaria Martinez, S. A. (D, M), Pablo A. de la Garza Nte., 1013 Monterrey, N.L. WTD 1/72.

35423 — GERMANY — Sheet levelers. C. Illies & Co., Attn: Mr. Cares (D, I), 2 Hamburg 36, Gaensemarkt 45. WTD 10/72.

35451—GERMANY — Gear shaving machines. C. Illies & Co., Attn: Mr. Cares (D, I), 2 Hamburg 36, Gaensemarkt 45. WTD 10/72.

35484 — THAILAND — Wheel alignment and balancing items for gas station. Requests c.i.f. Bangkok prices, catalogs, brochures. Summit Chavalit Ltd.., (D. R.), 229 Samsen Rd., Bangkok. WTD in prep.

35485—GERMANY—Coil handling press and press feeding lines. C. Illies & Co., Attn: Mr. Cares (D, I), 2 Hamburg 36, Gaensemarkt 45. WTD 10/72.

Special industry machinery

35512 — ECUADOR — Equipment, complete, to produce daily (8 hrs.) from ½ ton to 2½ tons of instant soluble coffee. Catalogs, prices requested. 110/220 volt, 60 cycle. Dr. Willson Torres Espinosa (Coffee producer, exporter), Imbabura 14-34, Loja. WTD in prep.

35513 — ECUADOR — Equipment, complete, to dehydrate from 100 to 200 tons of sugarcane molasses daily (8 hrs.). Catalogs, prices requested. Inmobiliaria "Copacabana" cia. Ltda., Attn: George Yacoub Abraham, Mgr. (processors, D), P.O. Box 3460, Guayaquil. WTD 9/72.

35513 — MALAYSIA — Machinery for making various-size tin cans, 1 to 3 hp. Aik Joo Can Factory Sdn. Bhd. (M), 4829 Jalan Ptg. Pauh, Mak Mandin Industrial Estate, Butterworth, Province Wellesley. WTD 10/72.

35513—URUGUAY—Poultry processing plants, complete, for slaughtering and preparing 500 birds per hr. Avicola Carracso (poultry breeder), Av. Italia 6519, Casi Cooper. WTD in prep.

35521 — TAIWAN — Textile machinery. Orient Trading & Industry Ltd. (I, A, exporter), P.O. Box 3240, Taipei. WTD 8/71.

35522 — TAIWAN — Parts, attachments for textile machinery. Orient Trading & Industry Ltd. (I, A, exporter), P.O. Box 3240, Taipei. WTD 8/71.

35530 — PARAGUAY — Equipment and machinery for logging, rough lumber production, production of plywood, hardwood veneers, parquet flooring panels, finished and semifinished furniture parts. Financiera Picollo S.A. (M, exporter), Attn: Dr. Luis Collo, Independencia Nacional 349, Piso 2, Ofugina 1, Asuncion. Cable: FINAP. WTD in prep.

35531—COLOMBIA—Wood working machinery for making sewing machine cabinets and cases; veneer presses and veneer and plywood-making machinery; routing machines. Maquinas de Coser y Bordar Sigma S.A. (M, D), Calle 20 No. 12-75, Apartado Aereo 186, Bucaramanga. WTD 8/71.

35540 — UNITED KINGDOM — Battery manufacturer requires carbon making machine or similar which will package battery plates. Need is to make shallow boxes with sidewalls into which a plate is placed, preferably automatically, and box shut and sealed. Box material is special separator material which has general characteristics of this cardboard. Typical box dimensions need to be 14" x 5½" x ¼" with the 14" dimension variable down to 5". Box seam should be down the ¼" side of box. Embassy of the United States of America, Attn: Bradford W. Miller, Jr., Commercial Officer, 24/31 Grosvenor Sq., W.1, Box 40, FPO New York, N.Y. 09510.

35552—AUSTRIA—Paper cutting, binding, and perforating equipment for use by commercial enterprises in preparing business records, pamphlets, brochures, catalogs, etc. Orders from manufacturers only with catalogs, price quotations. Exclusive rights for Austria, Eastern Europe. Herbert Fiala, Ges.m.b.H. Co. K.G. (I, D), Mariahilferstrasse 99, P.O.B. 116, A-1072 Vienna. WTD 3/72.

35590—MALAYSIA—Machinery for production of crown corks. Aik Joo Can Factory Sdn. Bhd. (M), 4829 Jalan Ptg. Pauh, Mak Mandin Ind. Estate, Butterworth, Prov. Wellesley. WTD 10/72.

35595 — ECUADOR — Equipment, complete, to manufacture shotgun shells. Catalogs, prices requested. Almaca-Aluminio Manufacturado C.A., Attn: Jorge Ponce Aviles, Gen. Mgr. (M, D), P.O. Box 5153, Guayaquil. WTD in prep.

35595—FRANCE—All types of equipments used in fuel transportation and storage industries (compression stations, oil and gas treatment devices). Dimape (I, M, D), 9 Rue de Hanovre, 75002 Paris. Attn: Pierre Bonnecarrere. WTD in prep.

35595 — GERMANY — Antipollution machinery for water, air, refuse treatment. C. Illies & Co., Attn: Mr. Cares (D, I), 2 Hamburg 36, Gaensemarkt 45. WTD 10/72.

35595—GHANA—Machinery, equipment to activate fish cannery and freezing plant; tin can forming and crimping dies; water circulating pumps (various sizes); ammonia type evaporating coils; washable aluminum air filters; automatic (non-condensable gas) ammonia purging devices; electric motors, induction type, 50 cycle 380 volts from 132 kw down to 10kw; control panel for electric motors and refrigeration plant operations; special blast freeze tunnels to coat fish in ice; ammonia refrigeration temperature and pressure controls; refrigeration gauges and liquid indicators; high volume air blowers, 12 kw size; vapor proof low temperature lights, fixtures; Zeolite type or equal, water softeners and water conditioning materials. Tema Food Complex Corp., Attn: Charles Forjuor & Harold Seaman (D, M), P.O. Box 393, Tema. WTD in prep.

35595 — PORTUGAL — Constant power sealed concrete silo construction equipment, including slip or break forms. H. George Muller (private businessman-farmer), Quinta Das Atafonas, Caixa Postal 5, Evora. WTD in prep.

General industrial machinery

35615—COLOMBIA—Power paint-spray-

ing equipment for sewing machine cabinets and cases-wood. Maquinas de Coser y Bordar Sigma S.A. (M, D), Calle 20 No. 12-75, Apartado Aereo 186, Bucaramanga. WTD 8/71.

35616—TAIWAN — Pumping equipment for ships. Great River Enterprise Co., Ltd. (A), 2nd Fl., 86 Hankow St. Sec. 1, Taipei. WTD 10/72.

35671—SWEDEN—Industrial microwave ovens for vulcanization; 380 v, 50 cycle a.c. Catalogs, descriptive materials requested by airmail. Svetab Svenska Industrietableringsaktiebolaget. (Investment company), Box 40055, S-103 42 Stockholm 40. Telex 10525 SUAB-S.

35690—UNITED KINGDOM — Machine for packing wool balls or pull skeins into packages of units 10, 16, 20 or 24; wool balls weigh from 25 grams to 50 grams; size of balls 3½" diameter x 4½" d. or 3½" d. x 6½" d., size of pull skeins 3" d. x 8" d. or 3" x 11" d. Emu Wools Ltd. (M), Low St. Mills, Keighley, Yorkshire. WTD in prep.

35690—JAPAN—Fully automatic package machine to pack incandescent light bulbs (60 watts, 6 cm in diameter, and 10 cm in length) in corrugated sheet packages of two. Matsushita Electric Trading Co., Ltd., Tokyo Office (I, A, D), 30th Floor, World Trade Center Bldg., 4-1 Hamamatsu-Cho 2-Chome, Minatoku, Tokyo. WTD 3/71.

Office, computing, accounting machines

●**35700 — HONG KONG** — Supply of an electronic data processing (EDP) system to replace the one currently in use by the Colonial Secretariat. Tender No. PT/42/72, SUPPLIES A08041, bid deadline January 26. Copies of invitation to bid available from the Business, Photographic and Scientific Equipment Division, BDC-708, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-2939). Copies of detailed specifications available from the Secretary, Central Tender Board, Colonial Secretariat, Central Government Offices, Lower Albert Rd.

35720 — AUSTRIA — Electric and electronic typewriters. Exclusive rights for Austria, Eastern Europe. Offers from manufacturers only. Descriptions, price quotations requested. Herbert Fiala Ges.m.b.H. & Co. K.G. (I, D), Mariahilferstrasse 99, P.O. Box 116, A-1072 Vienna. WTD 3/72.

35730—AUSTRIA—Small programmable office computers; OCR Equipment. Offers from manufacturers only with catalogs, price quotations. Exclusive rights for Austria, Eastern Europe. Herbert Fiala Ges.m.b.H. & Co. K.G. (I, D), Mariahilferstrasse 99, P.O.B. 116, A-1072 Vienna. WTD 3/72.

35741—AUSTRIA—Advanced electronic calculating machines; miniature desk calculators; invoicing and accounting machines; cash registers. Offers from manufacturers only. Catalogs, price quotations requested. Exclusive rights for Austria, Eastern Europe. Herbert Fiala, Ges.m.b.H. & Co. K.G. (I, D), Mariahilferstrasse 99, P.O. Box 116, A-1072 Vienna. WTD 3/72.

35790—AUSTRIA—Postage meters; letter handling equipment; duplicating machines; copying machines; dictaphones; file destroyers; addressing equipment. Offers from manufacturers only with catalogs, price quotations. Exclusive rights for Austria, E. Europe. Herbert Fiala, Ges.m.b.H. & Co. K.G. (I, D), Mariahilferstr. 99, P.O.B. 116, A-1072 Vienna. WTD 3/72.

Service industry machinery

35851 — GERMANY — Air conditioning equipment, packaged units, compact, over 15,000 k/cal/h, with built-in heating, steam humidifying, controlling, regulating equipment. Mahle GmbH, Werk Fellbach (I, M), 6-8 Schaflandstrasse, 7012 Fellbach. WTD in prep.

35851 — THAILAND — Airconditioning units—requesting company desires to purchase immediately, for Thai Government agency, 30 units having following BTU capacities: 8,000, 9,000, 11,000, 12,000, 18,000, 24,000, and 28,000; also wishes to purchase five split units with capacity of 5 tons, 7½ tons, 10 tons, and 15 tons. Direct purchase & exclusive agency. Ace Corp. Ltd., Attn: Mr. Vorapote Bhanijbhat, Sales Mgr. (I, D, A), 204/3 Visuthikasat Rd., Bangkok. WTD in prep.

Electrical lighting, wiring equipment

36420—NORWAY—Search lights, floodlights for use on oil drilling platforms; explosion proof, 220V, 60 cycles, 500 watt upwards. Syberg & Syberg A/S, Attn: Bent Wintermark (I, A, D), Ostre Aker Vei 215, Oslo 9. WTD in prep.

Radio, television receiving sets

36511 — TAIWAN — Radio sets. Orient Trading & Industry Ltd. (I, A, exporter), P.O. Box 3240, Taipei. WTD 8/71.

36512—TAIWAN—Television sets. Orient Trading & Industry Ltd. (I, A, exporter), P.O. Box 3240, Taipei. WTD 8/71.

Communication equipment

36620—NIGER—Personal alarm systems. Correspondence requested in French. Brossette Valor Niger (I, R), Boîte Postale 137, Niamey. WTD in prep.

Electronic components, accessories

36795 — AUSTRIA — Alumina for substrates used in semiconductor production. Specifications, price quotations requested. Dr. Josef Meier (D, M), Gartenstrasse 10, A6700 Bludenz. WTD in prep.

Motor vehicles, equipment

37141—THAILAND — Automatic transmission repair kits and engine tune-up kits; automotive oil filters. Requests c.i.f. Bangkok prices, catalogs, brochures. Summit Chavalit Ltd., Part. (D, R), 229 Samsen Rd., Bangkok. WTD in prep.

37150—GHANA — Several refrigerated trailers or self-contained refrigerated trucks (—10 degrees C.). Tema Food Complex Corp., Attn: Charles Forjuor & Harold Seaman (D, M), P.O. Box 393, Tema. WTD in prep.

Laboratory, scientific instruments

38112—FRANCE—Laboratory, scientific instruments. Direct purchase & agency General Equipment (A, D), 113, Rue Saint-Dominique 75007 Paris. WTD 5/72.

Instruments for measuring, indicating controlling physical characteristics

38213 — KOREA — Industrial process instruments (mechanical measuring types) —operational recording devices to be attached to cigarette making machines (110 volts, 60 cycles) to keep records on production performance. Requests brochures, prices. Office of Monopoly, Attn: Yong-Dal Son—Quality Control Section (ROK Monopoly Office), 112 Inwi-Dong, Tongdaemun-Ku, Seoul 131.

38220—ISRAEL—Temperature recorders with 2 or 3 portable sensors for use in shipboard refrigerated containers for transportation of perishable foodstuffs including fresh fruit (oranges and grapes). Recorders to be small in size; tolerance not to exceed 1 degree F. at any point within 8x8x40 ft. refrigerated container particularly around freezing point. Requirement: several hundred units. Zim-Israel Navigation Co. Ltd. (ship owners and operators), P.O. Box 1723, Haifa; Attn: N. T. Beery, mgr., "National Frozen Food Project." WTD in prep.

Optical instruments, lenses

38311 — GERMANY — Apparatus for chromatography and electrophoresis, laboratory type, as well as standard laboratory equipment. C. Desaga GmbH Nachf, Attn: Erich Fecht (A, D, M), 28-26 Maass Str., 69 Heidelberg. WTD 10/72.

Surgical, medical, dental instruments

38410—GERMANY — Hospital supply, especially disposables. Dr. E. Fresenius KG., Attn: P. Dietrich (M, D, I), 5 Gluckensteinnweg, Postf. 1546, 6380 Bad Homburg. WTD 10/72.

38410—JAPAN—Newly developed medical supplies to be used for babies. Yamazen Yakkyoku (Drug Store) Co., Ltd. (I, R). 1038 Ote-machi, Kasugai City 486. WTD 9/72.

Photographic equipment, supplies

38612—AUSTRIA—Microfilming, enlarging and reading equipment suitable for small and medium-sized commercial users; offers from manufacturers only, with catalogs, price quotations. Exclusive rights for Austria, Eastern Europe. Herbert Fiala Ges.m.b.H. & Co. KG. (I, D), Mariahilferstrasse 99, P.O.B. 116, A-1072 Vienna. WTD 3/72.

Jewelry, silverware, plated ware

39112—JAPAN—Jewelry made of precious metal including cuff-links. Best International, Division of Commercial Development Co., Ltd. (I, A, D), Imperial Hotel, 1-1 Uchisaiwai-Cho, 1-Chome, Chiyoda-Ku, Tokyo 100. WTD in prep.

Toys, amusement, sporting goods

39430—JAPAN—High quality baby carriages, strollers, tenders, walkers. Best International, Division of Commercial Development Co., Ltd. (I, A, D), Imperial Hotel Annex, 1-1 Uchisaiwai-Cho, 1-Chome, Chiyoda-Ku, Tokyo 100. WTD in prep.

Costume jewelry

39610—JAPAN — High quality costume jewelry, Best International, Division of Commercial Development Co., Ltd. (I, D), Imperial Hotel Annex, 1-1 Uchisaiwai-Cho, 1-Chome, Chiyoda-Ku, Tokyo 100. WTD in prep.

Wholesalers

50930—GERMANY—Textile waste (for manufacture of polishing discs) such as contour cuts from polyester or cotton; surplus and seconds of fabrics from weaving mills; military textiles. Polierscheibenfabrik Spaeth: Helmut Kuepper M, D, I), 13 Schleckheimerstr., 5106 Aachn Kornelimuenster. WTD 10/72.

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

Field crop farms

01310 — BANGLADESH — Raw cotton. Bengla Engineering Corp. (A, M, exporter), 59 Dilkusha Commercial Area, Dacca-2. WTD in prep.

Meat products

20119—ITALY—Raw cattle hides. Exclusive agency solicited from U.S. dealers not yet represented in Italy. Ditta Domenico Giusta (I, A, D), Via Montevecchio 12, 10128 Torino. WTD 10/72.

Beverage industries

20870—SPAIN—Food supplements. Quimigranel SA. (I, D), Paseo de la Zona Franca, 61-67, Barcelona, 4. WTD in prep.

Broad woven fabric mills, cotton

22110—NIGERIA—Colorful Californian and Hawaiian cotton and synthetic fabrics. W. Dalton Ltd. (A), P.O. Box 137, Lagos. WTD in prep.

Yarn, thread mills, products

22812 — BANGLADESH — Cotton yarn. Bengal Engineering Corp. (A, M, exporter), 59 Dilkusha Commercial Area, Dacca-2. WTD in prep.

Textile goods

22953—DENMARK—Teflon (pife) coated or equal, glasscloth for use in plastics welding industry. Samples, price lists requested. A/S Alumeta (I, A, D), 15 Grusbakken, DK 2820 Gentofte. WTD in prep.

Men's, youths', boys' furnishings, work clothing

23281 — NIGERIA — Hawaiian men's shirts. W. Dalton Ltd. (A), P.O. Box 137, Lagos. WTD in prep.

Partitions, shelving, lockers, office, store fixtures

25420 — SWITZERLAND — Novel office furniture especially for rationalization purposes. Eris-Lacoray AG, Attn: Mr. M. Erismann (I, D, A), Puentstr. 20, 8132 Egg. WTD in prep.

Converted paper, paperboard products

26440—NIGERIA—Wallpaper. W. Dalton Ltd. (A), P.O. Box 137, Lagos. WTD in prep.

26451 — SWITZERLAND — Office work organizing items made from cardboard, plastics, metals. Eris-Lacoray AG, Attn: Mr. M. Erismann (I, D, A), Puentstr. 20, 8132 Egg. WTD in prep.

Industrial chemicals

28151 — FRANCE — Orthodichlorobenzene. Dartol Chimie (A, D, M), B.P. 85, 57—Thionville. WTD in prep.

28180 — SPAIN — Aminoacids. Quimigranel, SA. (I, D), Paseo de la Zona Franca 61-67, Barcelona 4. WTD in prep.

28181 — FRANCE — Trichlorethylene; perchlorethylene; trichlorethane; methylene chloride. Dartol Chimie (A, D, M), B.P. 85, 57—Thionville. WTD in prep.

28185—SPAIN—Reagents grade organic chemicals for laboratory analysis. Quimigranel, SA. (I, D), Paseo de la Zona Franca, 61-67, Barcelona 4. WTD in prep.

28199 — SPAIN — Reagents grade inorganic chemicals for laboratory analysis. Quimigranel, SA. (I, D), Paseo de la Zona Franca, 61-67, Barcelona 4. WTD in prep.

28199—VIET NAM—Industrial chemicals for use in textile industry including auxiliaries, dyestuffs and pigments. Requests quotations c.i.f. and ocean freight Saigon. Phong Hoa Agency (FONHOA) (A), 55 Nguyen Van Thach, Saigon. WTD in prep.

Synthetic materials

28220 — THAILAND — Synthetic rubber for tire and shoe manufacturers. Estimated requirements 100 tons/month. Requests c.i.f. Bangkok prices. Term of payment, literature. Lim Teck Lee (Thailand) Co., Ltd. (A, D, I), 215-7 Rajawongse Rd., G.P.O. Box 362, Bangkok. WTD 3/72.

28242—THAILAND—Nylon webbing for making combat boots. To be made in accordance with following U.S. specifications: MIL-B-43154D, color: olive green 106, width: 3/4, quantity: approx. 50,000 yds.; MIL-W-17337, color: olive green 106, width: 1", quantity: approx. 90,000 yds.; MIL-W-17737, color: olive green 106, width: 2", quantity: approx. 50,000 yds. Requests c.i.f. Bangkok prices, samples, brochures. Exclusive distributorship franchise required. Union Development Co., Ltd., Attn: Mr. B. Surintramonda (A, D, I), 1048-1052 Nai Lert Bldg., New Rd., P.O. Box 695, Bangkok. WTD 8/72.

Drugs

28315—TRINIDAD & TOBAGO—Poultry and livestock vaccines. Exclusive distributorship agreement for West Indies (CARIFTA) area. Alstons Marketing Ltd., Spencer J. Kirton Div. (I, D, A), 44-46 South Quay, Port of Spain, Trinidad, W. I. WTD in prep.

28331—SPAIN—Antibiotic animal feed supplements, food preservatives. Quimigranel, SA. (I, D), Paseo de la Zona Franca, 61-67, Barcelona 4. WTD in prep.

28332 — SPAIN — Pharmaceutical chemicals, emulsifiers, enzymes. Quimigranel, SA. (I, D), Paseo de la Zona Franca, 61-67, Barcelona 4. WTD in prep.

28340 — SWITZERLAND — Chemical-pharmaceutical raw preparations; Opotherapy, physiology, antibiotic preparations. Requests detailed offer with export prices. Etablissements Albert Dubois (I, A, D), 101 Route de Troinex, 1256 Troinex Geneva. WTD in prep.

28340 — SWITZERLAND — Genuine novelty brand pharmaceutical preparations. Union Romande et Amann SA, Attn: Pierre Christman (A, D, M), No. 11/13 Ave. J. J. Mercier, 1003 Lausanne. WTD in prep.

Paints, varnishes, lacquers, enamels

28516—THAILAND—Marine paints, primer. Requests c.i.f. Bangkok prices, catalogs, brochures. Charn Bros. Ltd., Part. (I, D), 2036/3 Chan Rd., Yannawa, Bangkok. WTD in prep.

28519 — SPAIN — Paint anti-flooding agents, anti-sagging agents, anti-settling agents, fillers, flatting agents, grinding vehicles, thinners, viscosity regulators; paint and varnish driers. Quimigranel, SA. (I, D), Paseo de la Zona Franca, 61-67, Barcelona 4. WTD in prep.

Chemical products

28990 — SWITZERLAND — Chemicals for metal surface treatment and finishing. Industrei Bedarg AG, Attn: Mr. Neidhart (I. D), Glattalstr. 138, 8052 Zurich. WTD in prep.

28993—SPAIN—Cosmetic chemicals, oils, preservatives. Quimigranel, SA. (I, D), Paseo de la Zona Franca 61-67 Barcelona 4. WTD in prep.

28993 — TAIWAN — Soil testing instruments. Great River Enterprise Co., Ltd. (A), 2nd Fl., 86 Hankow St. Sec. 1, Taipei. WTD 10/72.

Petroleum refining

29117—FRANCE—Special lubricants, additives. Cofran (I, M), 45 Rue de Richelieu, 75001 Paris. Attn: Jacques Delacour. WTD in prep.

Plastic products

30794 — MEXICO — Plastic industrial-transport containers; pallet boxes; other plastic materials—handling units. Cia. Industrial de Plasticos, S.A. (CIPSA), Ing. Marvin Pappo (M, D), Apdo. Postal 17612, Mexico 17, D. F. (Cable: Sunshine). WTD 6/72.

30795 — SWITZERLAND — Housings, components for household, kitchen appliances (220 volts) for sale in department store chains throughout Europe. Eris-Lacoray AG; Attn: Mr. M. Erismann (I, D, A), Puentstr. 20, 8132 Egg. WTD in prep.

Footwear, except rubber

31410 — NORWAY — Footwear except house slippers and rubber footwear; shoes, leather for children, moccasin type. Yngvar Arenstedt (I, A), Hegdehaugsveien 23B, Oslo 3. WTD 6/72.

Glass products

32316—CANADA — Laboratory glassware, Mr. Ian Solo, Importex (Quebec) Reg'd. (A) 5727 McLean Ave. P.O. Box 72, Montreal 268, P.Q. WTD in prep.

Structural clay products

32550—THAILAND—Refractories, clay, heat resistance 1,400 C. Requests c.i.f. Bangkok prices, brochures, literature. Thai Glass Manufacturers (I), 15 Tabol Bangpakok, Amphur Rajburanan, P.O. Box 720, Bangkok. WTD in prep.

Abrasive, asbestos, nonmetalic mineral products

32913—SWITZERLAND—Quality abrasive tools for metalworking industry. Industrie Bedarf AG, Attn: Mr. Neid- (I, A, exporter), 31-2 Tien Chin St., Taipei 104. WTD 10/72.

Steel mill products

33123 — TAIWAN — Hot rolled steel sheets in coils, 2nd grade; rejected, unassorted. Great Happy Trading Co., Ltd. Ltd. (I, A, exporter), 31-2 Tien Chin St., Taipei 104. WTD in prep.

33127 — TAIWAN — Cold rolled steel sheets in coils, 2nd grade; rejected, un-

assorted. Great Happy Trading Co., Ltd. (I, A, exporter), 31-2 Tien Chin St., Taipei 104. WTD 10/72.

33160—BANGLADESH — Corrugated iron and steel mill materials including sheets. Bengal Engineering Corp. (A, M, exporter), 59 Dilkusha Commercial Area, Dacca-2. WTD in prep.

Rolling, drawing, extruding of nonferrous metals

33510—AUSTRIA—400 M.T. electrolytic copper cathodes; analyses requested; price quotation free European port. To be delivered in 13 shipments within one yr. Hermine Kornfeld (A), per Albin Hansson Siedlung OST, Johann Poelzergasse 2/37/3, A-1100 Vienna. WTD in prep.

Cutlery, hand tools, general hardware

34230—ISRAEL—Hand and edge tools for maintenance of automotive equipment, aircraft, A. Nivy Agencies Ltd. (Harbor Sales Co.) (I, A, D), P.O. Box 39223, Tel Aviv. WTD 06/72.

34290—SWITZERLAND—Genuine novelty hardware, labor-saving devices, do-it-yourself articles. P. Wenk & Co., Distribution Europe, Attn: Pieter Wenk, Pres. (I, A), Le Pacot, P.O. Box 51, 2608 Courtelary. WTD 8/72.

34291—FRANCE — Automobile decoration and mechanical accessories, plastic molded parts, rubber sealings. Edgecor (D), 7 Rue Beauregard, 25 Besancon. WTD in prep.

34294—THAILAND — Padlocks; steel, stainless steel. Requests c.i.f. Bangkok prices. Catalogs, brochures requested. Visudhi Pharnich Co., Ltd. (I, D), 659 New Rd., P.O. Box 1893, Bangkok. WTD 11/71.

34294—VIET-NAM — Hardware, including locks, bolts, padlocks, hand tools, pliers, hammers. Estimated annual requirements from 5 to 10 M.T. Requests quotations c.i.f. and ocean freight Saigon. Phong Hoa Agency (FONHOA) (A), 55 Nguyen Van Thach, Saigon. WTD in prep.

Fabricated structural metal products

34433—TAIWAN—Marine boilers. Great River Enterprise Co., Ltd. (A), 2nd Fl., 86 Hankow St. Sec. 1, Taipei. WTD 10/72.

34443—AUSTRIA — Baskets for commercial materials handling purposes (laundries, institutions, industries) of anodized aluminum or stainless steel. Andreas Tiefgraber (I, A), Wolf-Dietrich-Strasse 17, P.O.B. 16, A-5027 Salzburg. WTD in prep.

Metal stampings

34610—SWITZERLAND — Metal commercial closures, vacuum closures, bottle closures, crowns, lids, related genuine novelty metal stampings, closures. Umbehr AG, Attn: Paul Umbehr, Pres. (A, D, M), Morgenstrasse 83, 3018 Bern. WTD 10/72.

Fabricated metal products

34940—UNITED KINGDOM — Electric valve actuators for control of wedge gate valves, penstocks, globe valves, plate valves & ball valves; pneumatic 900 valve acuators for control of ball and plus valves. Taylair Control Ltd. (I, D), 295 Great Brickkiln St., Wolverhampton, Staffordshire. WTD in prep.

34942—BELGIUM—Hydraulic, pneumatic and electro-magnetic valves. S.A.R. E.I., Representations—Etudes Industrielles (M, I, exporter). Blvd. Lambermont 196, 1030 Brussels. WTD in prep.

34943—BELGIUM—Pressure valves for piping systems and equipment; for compressed gas cylinder valves. S.A.R. E.I., Representations—Etudes Industrielles (M, I, exporter). Blvd. Lambermont 196, 1030 Brussels. WTD in prep.

Engines, turbine

35191 — VIET NAM — Gasoline engines, from 4 to 20 hp. Requests catalogs, descriptive literature, quotations c.i.f. and ocean freight, Saigon, indicated separately. Phuoc Duc Cong Ty (I, D, A), 185 Tran Hung Dao, Saigon. WTD in prep.

35192—VIET NAM—Diesel engines from 1 to 6 cylinders, from 40 to 250 hp. capacity equal to Hercules engines. Requests catalogs, descriptive literature, quotations c.i.f. and ocean freight, Saigon, indicated separately. Phuoc Duc Cong Ty (I, D, A), 185 Tran Hung Dao, Saigon. WTD in prep.

35193—TAIWAN—Diesel engines, up to 10,000 h.p. Great River Enterprise Co., Ltd. (A), 2nd Fl. 86 Hankow St. Sec. 1, Taipei. WTD 10/72.

Farm machinery

35221—VIET NAM—4-wheel tractors, 10 to 30 hp. capacity; 2-wheel tractors, 4 to 10 hp. capacity. Requests catalogs, descriptive literature, quotations c.i.f. and ocean freight, Saigon, indicated separately. Phuoc Duc Cong Ty (I, D, A), 185 Tran Hung Dao, Saigon. WTD in prep.

35222—VIET NAM—Sprayers for use in agriculture, all sizes, hand or power operated. Requests catalogs, descriptive literature, quotations c.i.f. and ocean freight, Saigon, indicated separately. Phuoc Duc Cong Ty (I, D, A), 185 Tran Hung Dao, Saigon. WTD in prep.

35228 — SWITZERLAND — Agricultural refuse, sweepings and humus transportation and processing equipment and machinery; forestry tools; power tools; forestry transportation equipment and vehicles. Requests literature, prices. Bucher-Guyer Ltd. Attn: I. Feigel, Dept. 6 (D, M, R), 8116 Niederweningen. WTD in prep.

Construction, mining, materials handling machinery, equipment

35310—ISRAEL—Construction machinery equipment to include tractors, hydraulic cranes, road rollers (vibratory type only). Agricultural Machinery Ltd. (I, A), 13 Ein-Dor St., P.O. Box 459, Haifa. WTD 12/71.

35316—AUSTRIA — Concrete mixers, portable, power operated; pavers, finishers, spreaders; concrete vibrators; soil stabilization equipment. Catalogs, price quotations requested. Andreas Tiefgraber (I, A), Wolf-Dietrich-Strasse 17, P.O.B. 16, A-527 Salzburg. WTD in prep.

35322 — AUSTRALIA — Mineral ore crushers, grinders for mining purposes. Catalogs, descriptive material requested. Evans Deakin Industries, Ltd., Attn: Romeo Sison, Development Engineer (A, D, M), engineering, shipbuilding), G.P.O. Box 1421, Brisbane 4001. WTD 9/72.

35340 — THAILAND — Elevated, motorized, and covered passenger loading ramp extension from airport terminal building to airplane. Requests c.i.f. Bangkok prices, specifications, catalogs, delivery terms, literature. A.I.C.E. Enterprises (Thai) Co., Ltd. (D, I), 35/9 Chalermloke Trade Center, Rajadamri Rd., Bangkok. WTD 8/72.

35370—AUSTRIA—Fork trucks powered by gasoline, electricity, diesel, compressed air; portable elevators; hand trucks and trailers; metal pallets and skids. Catalogs, price quotations requested. Andreas Tiefgraber (I, A), Wolf-Dietrich-Strasse 17, P.O.B. 16, A-5027 Salzburg. WTD in prep.

35370—ISRAEL — Cargo and baggage handling equipment for airport use. Agricultural Machinery Ltd. (I, A), 13 Ein-Dor St., P.O. Box 459, Haifa. WTD 12/71.

Metalworking machinery

35410—ISRAEL—Drilling, boring, tapping machines including hole boring machines and equipment for metalworking industry; for sale in Israel on commission basis. Catalogs, descriptive materials requested. Appliance Merchandising Company Ltd. (I, A), 14 Huberman St., P.O. Box 2085, Tel Aviv. Telex: 33484; Cable: HORAMCOLD Telaviv. WTD 1/71.

35418—TAIWAN—Machine tools. Great River Enterprise Co., Ltd. (A), 2nd Fl. 86 Hankow St. Sec. 1, Taipei. WTD 10/72.

35441—SWITZERLAND — Special design metalworking tools mainly for application in field of surface treatment. Industrie Bedarf AG; Attn: Mr. Neidhart (I, D), Glattalstr. 138, 8052 Zurich. WTD in prep.

35480—UNITED KINGDOM—Any kind of wire processing plant such as wire winding and wire working machinery. Frank Whitelegg (Mfg.) Ltd. (I, D, M), 304 High St., Sutton, Surrey. WTD in prep.

35482—SWITZERLAND—Small electrical hand tools, power tools. P. Wenk & Co., Distribution Europe, Attn: Pieter Wenk, Pres. (I, A), Le Pacot, P.O. Box 51, 2608 Courtelary. WTD 8/72.

35484 — SWITZERLAND — Shock absorber test machine for automobiles. Catalogs, prices requested. Henri Bachmann AG, Attn: Mario Ruf, Pres. (A, D, R), Spitalstrasse 12, 2501 Biel. WTD 6/72.

Special industry machinery

35513 — SWITZERLAND — Food and dairy products packaging machinery and specialty equipment like cartoners, placers, related machinery. Umbehr AG; Attn: Paul Umbehr, Pres. (A, D, M), Morgenstrasse 83, 3018 Bern. WTD 10/72.

35521—SWITZERLAND — Special purpose textile machines such as tufting machines, etc. John W. Miescher (I, D), P.O. Box 33, 4020 Basel. WTD in prep.

35531 — AUSTRIA — Newly developed labor-saving devices, equipment, and machines for forest industry (no sawmill equipment). Forstcommerz Handelsgesellschaft M.B.H. (I, A), A-4645 Gruenau Im Almtal 20. WTD 8/71.

35593—SWITZERLAND — Quality plastic working machines for special industrial applications. John W. Miescher (D, I), P.O. Box 33, 4020 Basel. WTD in prep.

35594—TAIWAN — One complete set, machinery for manufacturing foam rubber, latest model. Yuan Fong Industrial Co., Ltd. (I, M, exporter), 20 Po Ai Rd., Taipei. WTD 10/72.

35595—THAILAND—Machinery to produce flints for lighters. Requests c.i.f. Bangkok prices, catalogs, brochures, literature, technical assistance. The Direct Trading Corp. Ltd. (I, D), 4th Floor, B&P Bldg., 183 Sukhumvit Rd., Bangkok. WTD in prep.

General industrial machinery

35642—SWITZERLAND—Roots blowers, from 100 to 3,000 normal cubic meters per hr, 4 to 5 scfh. Requests descriptive, technical literature, export prices. Annual requirements: 100 units. Ingenieur—Bureau Oscar Kihm AG, Attn: F. Meier, Pres. (I, A, engineering firm), Bruggerstrasse 27, 5400 Baden. WTD in prep.

35690—BELGIUM—Pulsation absorbers, S.A.R.E.I., Representations—Etudes Industrielles (M, I, exporter), Blvd. Lambermont 196, 1030 Brussels. WTD in prep.

35690—SWITZERLAND—General industrial machinery, all kinds. P. Wenk & Co., Distribution Europe, Attn: Pieter Wenk, Pres. (I, A), Le Pacot, P.O. Box 51, 2608 Courtelary. WTD 8/72.

35690 — SWITZERLAND — Packaging machinery, equipment and specialties. Umbehr AG, Attn: Paul Umbehr, Pres. (A, D, M), Morgenstrasse 83, 3018 Bern. WTD 10/72.

35690—UNITED KINGDOM — General industrial packaging machinery, associated equipment. Walls Industrial Sales Ltd. (I, D, M), 12A Sheenside, Church Rd., Haywards Heath, Sussex. WTD in prep.

Office, computing, accounting machines

35712—AUSTRIA—Electric desk calculators: miniature calculators in MOS technology, minimum capacity: 10 digits, zero suppression, sliding decimal point; medium-sized desk calculators, printing and non-printing, percent key, minimum capacity: 16 digits, sliding decimal point, zero suppression; programmable desk calculators. Catalogs, descriptions, price quotations requested. Josef Harm (I, A, D), Brandgaase 2, A-6901 Bregenz. WTD in prep.

35720—SPAIN — Typewriters, including coded media; parts, attachments. Mecanizacion de Oficinas, S.A. (A, D, R), Avda. Generalisimo Franco, 431—Bis, Barcelona 11. WTD 10/72.

35730 — SWITZERLAND — Computer peripheral equipment. Eris-Lacoray AG, Attn: Mr. M. Erismann (I, D, A), Puentstr. 20, 8132 Egg. WTD in prep.

35731—CANADA—Data processing systems, equipment, including technical support, services. Digital Electronic Laboratories Ltd. Attn: Z. Krokar (A), P.O. Box 11430, Station H, Ottawa, Ontario K2, 5ZO. WTD. in prep.

35731—FRANCE — Computer memory systems, peripherals, TECSI, (I, D, computer engineers), 46 Rue La Boetie, 75008 Paris. WTD in prep.

35731 — MEXICO — Pocket-sized electronic calculators with liquid display and solid-state circuitry, for Mexico-wide distribution and possible eventual local manufacture. Adamex, S.A., Attn: Mr. Guy Robson, Pres., Mng. Dir. (M, D), Poniente 134 No. 659-B, Mexico 16, D.F. WTD in prep.

35731—SPAIN—Office computers. Mecanizacion de Oficinas, S.A. (A, D, R), Avda. Generalisimo Franco, 431—Bis, Barcelona 11. WTD 10/72.

35741—SWITZERLAND — Novel office machinery such as calculating and accounting machines, electronic desk calculators. H. B. Wallimann Allorgan AG, (I, A, D), 5054 Holziken. WTD 10/72.

35741—SPAIN—Calculating, accounting machines. Mecanizacion de Oficinas, S.A. (A, D, R), Avda. Generalisimo Franco, 431—Bis, Barcelona 11. WTD 10/72.

35791—SPAIN — Addressing, dictating, duplicating machines. Mecanizacion de Oficinas, S.A. (A, D, R), Avda. Generalisimo Franco, 431—Bis, Barcelona 11. WTD 10/72.

Service industry machines

35851 — GERMANY — Parts, accessories for air conditioning plants. Systemluft Wolz GmbH & Co. (A, M). 71A Moenchhaldenstrasse, D-7000 Stuttgart 1. WTD 10/72.

Electric transmission, distribution equipment

36112—AUSTRALIA—Oscilloscopes, operable on 240 volts. Tecnico Electronics (I, A, D), P.O. Box 12, Marrickville, N.S.W. 2204. WTD 3/72.

36113—AUSTRALIA — Laboratory type x-y recorders, operable on 240 volts. Tecnico Electronics (I, A, D). P.O. Box 12, Marrickville, N.S.W. 2204. WTD 3/72.

Electrical industrial apparatus

36215—ISRAEL—Power generating sets, diesel-driven, with standby mechanisms, 35 kw. and up. Agricultural Machinery Ltd. (I, A), 13 Ein-Dor St., P.O. Box 459, Haifa. WTD 12/71.

36220—SWITZERLAND—Electric, electronic quality control systems for textile, plastics industries. John W. Miescher (I, D), P.O. Box 33, 4020 Basel. WTD in prep.

36240 — TAIWAN — Carbon electrodes, 8-in. to 20-in. diameter, for electric furnace use. Great Happy Trading Co., Ltd. (I, A, exporter), 31-2 Tien Chin St., Taipei 104. WTD 10/72.

Radio, television receiving sets

36513—SWITZERLAND—Hi-fi systems, equipment including all related accessories. Eris-Lacoray AG, Attn: Mr. M. Erismann (I, D, A), Puentstr. 20, 8132 Egg. WTD in prep.

36515 — SWITZERLAND — Advanced teaching aids for high schools, colleges. Projectina AG, Attn: Carl H. Lang, Mng. Dir. (D, M, A), P.O. Box 115, 9135 Heerbrugg. WTD in prep.

Communication equipment

36621—THAILAND—Electronic communication equipment, facsimile. Exclusive distributorship franchise required. Requests c.i.f. Bangkok prices, catalogs, brochures. Sino-British Ltd., Attn: L. S. Cooding (A, D, I), 287 Suriwongse Rd., P.O. Box 307, Bangkok. WTD 10/72.

36622 — MEXICO — Remote television transmitters (known in trade as "translators") for use in Mexican rural-television rebroadcast system. Equipment must be solid-state. Deksa, S. A. Ing. Jorge Parra, Gen. Mgr. (D, I), Nuevo Leon 159, Mexico 11, D.F. WTD 8/72.

36623 — AUSTRALIA — Anti hi-jacking equipment, designed to detect metallic objects in passengers' baggage. Evans Deakins Ltd. (I, M, A), Mr. Ken W. Tubbs, G.P.O. Box 1421, Brisbane, Q. 4001. WTD 9/72.

36625—SWITZERLAND—Security systems, intruders' detection systems, burglar alarms. Requests literature, export prices; will consider manufacture under license and distribution in Europe. Dipl. Ing. Ernst Spirig (A, D, M), P.O. Box 160, 8640 Rapperswil. WTD 8/71.

36626 — SPAIN — Ultrasonic equipment, electronic. Onuba, S.A. (A), Prim, 5, Madrid (4). WTD in prep.

36626—THAILAND — Electronic detectors for checking baggage and personally carried concealed items at airport. Requests c.i.f. Bangkok prices, catalogs, brochures. Silom Hardware Import Ltd., Part. (I, D), 346/1-2 Silom Rd., Bangkok. WTD in prep.

Electrical machinery, equipment, supplies

36930—GERMANY—Electronic medical apparatus for hospitals. Dr. E. Fresenius KG., Attn: P. Dietrich (M, D, I), 5 Gluckensteinweg, Postf. 1546, 6380 Bad Homburg. WTD 10/72.

36930—SPAIN—Electromedical apparatus. Onuba, S.A. (A), Prim, 5, Madrid (4). WTD in prep.

36945 — THAILAND — Magnetos for 2-stroke gasoline engines. Exclusive distributorship franchise required. Requests c.i.f. Bangkok prices, catalogs, brochures. Winner Machinery Co. Ltd. (M), 164/1 Damrongrak Rd., Bangkok. WTD in prep.

Shipbuilding, repairing

37311 — THAILAND — Portable marine scavenger, self-propelled hydraulic controlled. Requests c.i.f. Bangkok prices, catalogs, shipping specifications, validity of quotation. Specifications available from Trade Opportunities Div., BIC-831, Rm. 4813, U.S. Dept. of Commerce, Washington, D.C. 20230. A.I.C.E. Enterprises (Thai) Comn. Ltd. (D, I), 35/9 Chalermlok Trade Center, Rajdamri Rd., Bangkok 5. WTD 8/72.

Motorcycles, bicycles, parts

37510 — AUSTRIA — Bicycles, motor cycles, motor bikes, scooters. Catalogs, price quotations requested. Andreas Tiefgraber (I, A), Wolf-Dietrich-Strasse 17, P.O.B. 16, A-5027 Salzburg. WTD in prep.

37510—FRENCH WEST INDIES—Small motorbikes. SOGECO (Societe Generale D'exploitation Commerciale) (I, A, B), P.O. Box 82, Pointe-a-Pitre, Guadeloupe. WTD 5/72.

Engineering, laboratory, scientific, research instruments

38110—ISRAEL — Avionic instruments, test equipment. Symag Ltd. (A), 4 Mitzpeh St., Tel Aviv. WTD in prep.

38111 — SWITZERLAND — Laboratory, scientific instruments. P. Wenk & Co., Distribution Europe, Attn: Pieter Wenk, Pres. (I, A), Le Pacot, P.O. Box 51, 2608 Courtelary. WTD 8/72.

38112—CANADA—Scientific, bio-medical equipment. Digital Electronic Laboratories, Ltd., Attn: Z. Krokar (A), P.O. Box 11430, Station H, Ottawa, Ontario K2 5ZO. WTD in prep.

38112 — CANADA — Laboratory instruments. Mr. Ian Solo, Importex (Quebec) Reg'd. (A), 5727 Mclean Ave., P.O. Box 72, Montreal 268, P.Q. WTD in prep.

38112 — SWITZERLAND — Laboratory, scientific instruments for medical, hospital use. Requests literature, export prices. Ormco AG, Attn: W. E. Gunti, Mng. Dir. (D, A, M), Schaffhausterstr. 95, 8006 Zurich. WTD 9/72.

38112—SWITZERLAND—Advanced precision test, control, measurement and research instruments for laboratory and scientific use, and for technical schools, universities. Projectina AG, Attn: Carl H. Lang, Mng. Dir. (D, M, A), P.O. Box 115, 9435 Heerbrugg. WTD in prep.

38112—TAIWAN—Laboratory, scientific instruments for engineering education purposes; laboratory apparatus. Great River Enterprise Co., Ltd. (A), 2nd Fl., 86 Hankow St., Sec. 1, Taipei. WTD 10/72.

Instruments for measuring, indicating controlling, physical characteristics

38210 — SWITZERLAND — Mechanical measuring instruments and quality control systems for plastic, textile industries such as thickness measuring equipment, abrasion and strength testing machines, etc. John W. Miescher (I, D), P.O. Box 33, 4020 Basel. WTD in prep.

38213—GERMANY—Electric and pneumatic industrial processing instruments. Automation Engineering, Arnt Muenster (A, engineering), 14 Hauptstr., 6232 Bad Soden/TS. WTD 10/72.

38213—TAIWAN—Fluid stress test instruments for navigation research use; process measurement and control instruments. Great River Enterprise Co., Ltd. (A), 2nd Fl., 86 Hankow St. Sec. 1, Taipei, WTD 10/72.

38216—GERMANY—Medical monitoring systems, whole body counters. Dr. E. Fresenius KG., Attn: P. Dietrich (M, D, I), 5 Gluckensteinweg, Postf. 1546, 6380 Bad Homburg. WTD 10/72.

38216 — THAILAND — Hydrometers for checking batteries. Exclusive distributorship franchise required. Requests c.i.f. Bangkok prices, catalogs, brochures Loh Yont Ltd., Part. (D, I), 139-143 Mitraphan Rd., Bangkok. WTD in prep.

Optical instruments, lenses

38311 — TAIWAN — Microscopes; gas chromatographs; spectrometers. Great River Enterprise Co., Ltd. (A), 2nd Fl., 86 Hankow St. Sec. 1, Taipei. WTD 10/72.

Surgical, medical, dental instruments

38410 — SWITZERLAND — Advanced medical and surgical instruments, equipment. Ormco AG, Attn: W. E. Gunti, Mng. Dir. (D, A, M), Schaffhausterstr. 95, 8006 Zurich. WTD 9/72.

38410—SWITZERLAND — 10-30 mobile (on wheels) disinfectant units for hospitals. Offers should include approx. 2 yrs. supply disinfectants. Traconsa AG, Attn: Miss B. Glaettli (A), Rotbuchstr. 42, Ch-8600 Dubendorf. WTD 5/72.

38420—SWITZERLAND—Prosthetic appliances, supplies. Ormco AG, Attn: W. E. Gunti, Mng. Dir. (D, A, M), Schaffhausterstr. 95, 8006 Zurich. WTD 9/72.

38424 — SPAIN — Electronic, electrical hearing aids. Onuba, S.A. (A), Prim, 5, Madrid (4). WTD in prep.

38430—SWITZERLAND—Dental, orthodontic appliances, supplies. Ormco AG, Attn: W. E. Gunti, Mng. Dir. (D, A, M), Schaffhausterstr. 95, 8006 Zurich. WTD 9/72.

Photographic equipment

38612—SWITZERLAND — Electrostatic office photocopying equipment, other advanced dry systems. Buro-Furrer AG, Attn: Werner Thalmann (I, A, D), Hardturmstrasse 76, POB, Ch-8021, Zurich. WTD 9/72.

Toys, amusement, sporting goods

39410 — AUSTRIA — Mechanical toys; structural toysets; model construction sets; metal, wooden and plastic toys; games. Catalogs, price quotations requested. Andreas Tiefgraber (I, A), Wolf-Dietrich-Strasse 17, P.O.B. 16, A-5027 Salzburg. WTD in prep.

39410 — GERMANY — Hobby handicraft kits. F. W. Engels Soehne GmbH, Attn: H. Schenck (M), Oberreinshagen 12, 563 Remscheid 13. WTD 10/72.

Manufacturing industries

39990 — SWITZERLAND — Giftware. P. Wenk & Co., Distribution Europe, Attn: Pieter Wenk, Pres. (I, A), Le Pacot, P.O. Box 51, 2608 Courtelary. WTD 8/72.

Wholesalers

50930—TAIWAN—Iron and steel scrap (rails, axles, plates, structural). Great Happy Trading Co., Ltd. (I, A, exporter), 31-2 Tien Chin St., Taipei 104. WTD 10/72.

Antique, secondhand stores

59310—TAIWAN—Used ships, 3,000 to 10,000 LDT. Great Happy Trading Co., Ltd. (I, A, exporter), 31-2 Tien Chin St., Taipei 104. WTD 10/72.

Future Construction Abroad

INDIA—The Board of Trustees of the Bombay Port has sanctioned the first development phase of its **proposed satellite port at Nhava-Sheva across Bombay Harbor,** and work was to begin by October 1972. However, an official of the Bombay Port Trust recently reported that actual construction might not take place until October 1974. The Port Trust hopes to issue tenders by December 1973, when they expect to have obtained Government of India's clearance and titles to the land in the proposed port area. The first stage of the construction calls for building three berths at Nhava-Sheva, two for bulk commodities and the third for containers. By the time the first stage is completed, infrastructure transport facilities in the hinterland should be available. But there might be some delay there too, because the New Bombay project with which the infrastructure facilities are linked is also facing difficulties and making slow progress.

GREECE—The Ministry of Education, Athens, has announced that the World Bank has approved a $23.5 million loan to finance the foreign exchange component of a $43.9 million project for **building and equipping the Schools of Engineering and Natural Sciences of the University of Patras and several vocational and other schools.** After ratification of the loan agreement by the Greek Government, a Central Project Administration Unit will be set up at the Ministry of Planning and Governmental Policy to execute the project. An Educational Ministry official says the Greek Government has no obligation to invite international tenders for construction of the buildings, which will cost about $20 million. There are, however, opportunities for the sale of equipment worth about $15 million.

MEXICO—Banco Nacional de Fomento Cooperativo (BANFOCO), the Government agency in charge of Mexico's fishing vessel construction over the next five years, has announced that it needs **280 shrimp boats,** with a target date of Dec. 31, 1973 for completion. These shrimp vessels, from existing designs and plans, will range in size from 65 feet to 73 feet in length, according to the desires of individual cooperatives for which the boats will be built. They will be mostly steel construction, with a few exceptions in certain areas where wood hulls are preferred. While as many components as possible will be of Mexican manufacture, such as winches, propellers, towing cables, rigging and similar materials, other items such as radio telephones and depth sounders will necessarily be imported. As of this date, no firm contracts have been let for the equipment.

ROMANIA—Romania has a number of long-term plans under consideration to meet the demands of the steady increase in **tourism. New accommodations are planned** for the popular Black Sea summer resorts, and two large winter resort areas are scheduled for completion by 1975. A series of smaller hotels are to be constructed in southwestern Romania,

Future Construction Abroad Summary Available

A quarterly summary of future construction projects abroad, contract award stories and significant foreign government tenders published in **Commerce Today** and **Commerce Business Daily** during July, August and September is available to U.S. firms from the Trade Opportunities Division, BIC-831, Room 4813, U.S. Department of Commerce, Washington, D.C. 20230.

A pre-addressed mailing label should be included with the request. The summary, which may also be reviewed at any of the 42 Commerce Department **Field Offices,** alphabetically lists project summaries by country in five distinct classes; airport, seaport and railroad and highway projects; hydro and thermal electric plant and irrigation projects; hospital, hotel and housing projects; industrial plant projects; and comprehensive development projects. Whenever possible, names of contractors and responsible agencies are cited, as well as original publication dates.

A few copies of the second quarter summary are also available upon request and will be distributed on a first-come, first-served basis.

and several new hotels are planned for Bucharest. Interested U.S. firms should contact Constantin Pirvulescu, deputy director general, Directorate of International Tourism, Ministry of Tourism, Bucharest.

NEW ZEALAND—The Auckland Regional Authority will design and supervise the **construction of two dams**, costing a total of around NZ$8-9 million, 23 miles southeast of Auckland, in the Hunua Ranges Water Supply Development Project. The smaller Wairoa Dam of 800,000 cu. yards is scheduled for completion in 1975 at an estimated cost of NZ$2-2.5 million. The larger Mangatangi Dam of 2.93 million cu. yards should be completed two years later at an estimated cost of NZ$5.5-7 million. Interested U.S. firms should address inquiries to the Director of Works, Auckland Regional Authority, Private Bag, Auckland 1, New Zealand. Leaflets giving technical details and the general scheme of each dam can be obtained from the U.S. Department of Commerce, Trade Opportunities Division, BIC-831, Rm. 4813, Washington, D.C. 20230.

FINLAND—The Oct. 2 issue of *Commerce Today* and the Sept. 22 issue of *Commerce Business Daily* reported the future construction of a **natural gas pipeline to provide Soviet natural gas to Finland.** The article inadvertently stated that difficulties may be encountered in meeting the construction schedules and interested U.S. firms should contact Mikko Tanner, Technical Manager, Neste Oy. Neste Oy has informed the Department of Commerce that it is not aware of any such difficulties and there is no need for U.S. firms to contact Neste Oy concerning this project.

YUGOSLAVIA—The Ibar-Lepanac Water Development and Hydroelectric Power Project was inaugurated July 16. The project is divided into two stages: Ibar River development, to be followed by development of the Lepanac River. The first phase of Ibar River construction will involve an irrigation system for 30,000 hectares (75,000 acres). Major construction on this phase includes the boring of 15 tunnels totaling 10 km. and the construction of 20 aqueducts totaling approximately 2 km. Construction on the 520-meter Gazivod Dam—the keystone of the Ibar stage of the project—will begin in 1973, with an estimated completion date of 1976. In conjunction with the dam, construction of a hydroelectric power plant with a capacity of 34.4 mw. and an annual output of 95 million kw. hours will begin in 1974. Its target date for completion is also 1976. Work on the Lepanac portion of the project is scheduled to being in 1976, and the target completion date is 1982. Major projects in this stage include construction of two artificial lakes, a hydroelectric plant, and the irrigation of an additional 43,000 hectares (170,500 acres).

The major component of the estimated $90.9 million to complete the Ibar stage of the project was acquired from a $45 million World Bank loan. Financing for the Lepanac River portion of the project has not yet been assembled. U.S. firms interested in providing equipment or services may contact: The Ibar-Lepanac Enterprise, Lenjionav Ulica bb, Pristina, Yugoslavia, or the consulting engineers for the project: Energoprojekt, Brankova 4, Belgrade.

JAMAICA—Prime Minister Manley has announced that $7.2 million has been raised to finance the first stage of construction in the development of a **$40 million major trans-shipment center in Kingston harbor.** Goods are to be brought in by large containerized ships and shipped out again by smaller vessels to other parts in the region. **Ancillary port facilities and installations** have been proposed for this area at an estimated cost of $22.8 million. Present plans are to begin construction in March and finish by January 1974. The project will be under the supervision of the Ministry of Public Utilities, Communications and Transport, 140 Maxfield Ave., Kingston. Alfred Rattray, Chairman of the Port Authority, 51 Duke St., Kingston, will be involved in the planning. Tenders for the first phase of the construction are to be sent out early in 1973.

FRANCE—**A prestigious building complex** which will include a 400-room hotel, a casino, a theater, a cinema house, conference rooms, offices and shops is being built at Nice. The structure will be ten stories high with an additional five stories underground containing a parking lot for 450 cars. The building is expected to be open for business during the first six months of 1974. Additional information can be obtained from the Cabinet TOSCAN, 30, Rue Berlioz, 06000, Nice.

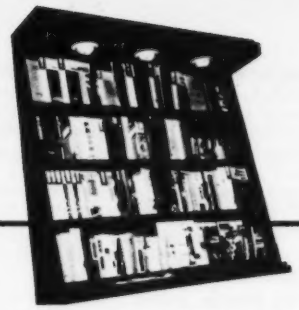
JAMAICA—Jamaica Mutual Life Assurance Society plans to start construction in June of three multi-story office buildings at a six-acre site on Oxford Rd. in the uptown commercial section of Kingston. The $12 million project will be built in two phases: a twelve-story structure followed by the construction of two buildings of seven and six stories, respectively. The project offers U.S. suppliers the opportunity to provide central air conditioning plants, elevators, lighting fixtures and possibly some specialized type of structural steel, hardware and vinyl building products. **Developers**—Property Development Dept., Jamaica Mutual Assurance Society, 79 Barry St., Kingston, Attn: Eustach Shim, Tel.: 922-1820. **Architects**—McMorris, Sibley Robinson, 2A Caledonia Crescent, Kingston 5, Tel.: 926-1670. Contractors to be assigned. At least two will be appointed.

CANADA—The Chairman of the Vancouver Port Authority reports that he expects the Government of Canada to approve **five large Vancouver port development projects** within the near future. The five projects, which will total between $25-30 million, and will take about three years to complete, are: 1) Construction of a modern three-berth general cargo container and a roll on/roll off terminal with 90 acres of wharf and backup area. 2) Development of Stage One of what eventually will be a six-berth facility on a 300-acre tidal flat site east of the Second Narrows on the north shore. The project will handle lumber, pulp, steel, general cargo and containers. Later, it could be equipped to handle unit trains hauling grain and other bulk commodities. The facility will be large enough to serve 1000-foot long supercarriers hauling up to 2,500 containers. 3) Expansion of Centennial Pier's 15-acre backup area by six acres. 4) The conversion of a 70-acre former naval base site on the north shore into a general cargo berth. 5) The building of a four-lane truck route along the south shore to eliminate traffic congestion which now increases the cost involved in moving freight. About $7-8 million worth of bulk loading and containerization equipment, e.g. hoists, fork lifts, and cranes, as well as conveying and materials handling equipment would be required. Interested U.S. suppliers are welcome to bid on supplying these types of equipment. Inquiries should be addressed to: The Chairman, Vancouver Port Authority, Suite 2512, 1177 West Hastings St., Vancouver, B.C.

VENEZUELA—Venezuela's Acting Minister of Communications has revealed plans to build a 90-km., $14 million railroad from the petro-chemical plant at Moron to the phosphate rock mines near Riecito in Falcon State. The Minister also stated that during March a comprehensive railroad expansion plan will be presented to Congress. Major projects include a line from Puerto Ordaz to San Cristobal in Tachira State. This line is expected eventually to tie with the Colombian railroad system. The equipment purchases will be made through international bidding. Tender announcements will be published as they become available.

SENEGAL—Senegal's continuing effort to deal with its expanding slum population has received a considerable boost from an $8 million IDA loan for sites and services development in Dakar and Thies for over 16,000 families. The project is intended to rationalize the future settlement of low income families by advance **preparation of housing sites, including basic water and sanitary facilities, schools, health centers, and other aids to community development.** In the Dakar portion, substantial earth moving will be required due to the irregularity of the land and the existence of sand dunes. The total project cost is $12.9 million. The Office des Habitations a Loyer Modere (OHLM) will be the executing agency for the Government. The Technical Section of OHLM will be responsible for preparing detailed engineering and bidding documents for construction of all project elements. U.S. firms wishing more details should write directly to OHLM, Colobane, rue 34, B.P. 401, Dakar.

IVORY COAST—The Deputy Director of Hydraulics, has announced that a World Health Organization (WHO) study covering the projected urban sanitation needs in Abidjan until the year 1990 is now being completed. After final evaluation, the Government will ask World Bank approval of a **sewage disposal facility** for the Treichville sector of Ibidjan. U.S. companies will be able to compete for the design and construction contracts at the time of World Bank approval, but should present their capabilities to the Ivory Coast Government as early as possible in order to influence the pre-engineering phase. Providing all of Abidjan with adequate sewage treatment facilities is of high priority, because of increasing pollution of fragile coastal lagoon ecostructure. The Government is interested in receiving proposals from U.S. engineering firms, construction firms, or suppliers interested in putting together a package for financing design and construction of needed sewage treatment facilities not included in this first Treichville Phase. The Government is also interested in receiving proposals for the financing, design and construction of some 50 water supply projects for small towns.



New Publications

When ordering any publications, indicate title and series designation, if indicated, and make checks or money orders payable to the Superintendent of Documents. Orders should be sent to the U.S. Department of Commerce, Washington, D.C. 20230, or to any of its field offices.

OFFICE OF THE SECRETARY

U.S. Department of Commerce publications. 1971 Supplement. A catalog and index. 88pp. 75¢.

DOMESTIC AND INTERNATIONAL BUSINESS

BUREAU OF DOMESTIC COMMERCE

Anti-friction bearings manufacturer's shipments and unfilled orders, 1969. 4pp. 10¢.

BUREAU OF INTERNATIONAL COMMERCE

Export control bulletin—supplement to export control regulations (ECB-OEC-73). 24pp. 40¢.

International Marketing Information Service

Foreign Economic Trends

Annual subscription $15 ($6 more for foreign mailing). Single copy 10¢.

Pakistan (ET 72-101).

Sweden (ET 72-102).

Overseas Business Reports

Annual subscription $16 ($5 more for foreign mailing). Single copy 15¢.

Trading with East Europe (OBR 70-52). Revised October 1972. 8pp.

Selling in Japan (OBR 72-046). 20pp.

Basic data on the economy of the People's Republic of China (OBR 72-047). 40pp.

Establishing a business in Spain (OBR 72-052). 20pp.

Basic data on the economy of the Republic of Panama (OBR 72-053). 16pp.

Market profiles for the Far East (OBR 72-054). 16pp.

U.S. foreign trade by quarters: April-June 1970. April-June 1972 (OBR 72-059). 32pp.

A summary of U.S. export control regulations: revised Sept. 1, 1972. 28pp. 35¢. This pamphlet summarizes current export controls for the benefit of the occasional foreign trader. It is not intended to set forth the complete regulations, which are contained in the official publication U.S. Department of Commerce *Export Control Regulations.*

ECONOMIC AFFAIRS

SOCIAL AND ECONOMIC STATISTICS ADM.

Survey of current business. Vol. 52, No. 9. Annual subscription, including weekly statistical supplement, $9 ($3.75 more for foreign mailing). Single copy $1.

BUREAU OF THE CENSUS

Small-area data notes. September 1972. Vol. 7, No. 9. 12pp. 10¢.

Metropolitan area statistics—a reprint from the Statistical Abstract of the United States: 1972. 67pp. 35¢.

Employment and population changes—geographic divisions and States: changes in employment, by industries, between 1959 and 1969 and in population 1960 and 1970 (Series ES20(72)-3). 24pp. 30¢.

Congressional District Data Book

Districts of the 93d Congress

Arizona (CDDB-93-2). 20pp. 50¢.

Colorado (CDDB-93-5). 20pp. 50¢.

Iowa (CDDB-93-13). 16pp. 50¢.

Kansas (CDDB-93-14). 16pp. 50¢.

Louisiana (CDDB-93-16). 20pp. 50¢.

Maryland (CDDB-93-18). 20pp. 50¢.

Missouri (CDDB-93-23). 24pp. 50¢.

South Dakota (CDDB-93-37). 12pp. 25¢.

Tennessee (CDDB-93-38). 16pp. 50¢.

Washington (CDDB-93-42). 20pp. 50¢.

Agriculture

Report on cotton ginnings prior to October 1 for the crop of 1972, by states (A10: 72-4). 1p. 10¢.

Distribution and Services

Advance monthly retail sales: September 1972 (CB-72-243). 2pp. 10¢.

1971 retail trade. Annual sales and purchases, year-end inventories, and accounts receivable of retail stores, by kind of business (BR-71-13). 28pp. 25¢.

Monthly selected services receipts: August 1972 (BS-72-8). 12pp. Annual subscription $1. Single copy 10¢.

Monthly wholesale trade—sales and inventories: August 1972 (BW 72-8). 20pp. Annual subscription $1.50 (50¢ more for foreign mailing). Single copy 15¢.

Estimated sales of U.S. retail stores for weeks ending October 14 (CB 72-251) and October 21 (CB 72-254). 2pp. 10¢.

Foreign Trade

General imports — cotton manufactures: August 1972 (FT 130-72-8). 16pp. Annual subscription $1. Single copy 10¢.

Imports — commodity by country: July 1972 (FT 135-72-7). 220pp. Annual subscription $21 ($5.25 more for foreign mailing). Single copy $1.75.

Exports — commodity by country: June 1972 (FT 410-72-6). 504pp. Annual subscription $33 ($8.25 extra for foreign mailing). Single copy $2.75.

Puerto Rico and U.S. possessions: May 1972 (FT 800-72-5). 28pp. Annual subscription $2.50 (75¢ extra for foreign mailing). Single copy 20¢.

Puerto Rico and U.S. possessions: June 1972 (FT 800-72-6). October 1972. 28pp. Annual subscription $2.50 (75¢ more for foreign mailing). Single copy 20¢.

Bunker fuels: August 1972 (FT 810-72-8). 2pp. Annual subscription $1. Single copy 10¢.

Airborne exports and general imports: August 1972 (FT 986-72-8). 4pp. Annual subscription (FT 900, 975, 985, and 986 combined) $3. Single copy 10¢.

Industry

Manufacturers' shipments, inventories, and orders: 1966-72 (Series: M3-1.4 (revised)). 84pp. 70¢.

Mattresses, bedsprings, and other sleep furniture: summary for 1971 (Series: M25E(71)-13). 8pp. $1.50 per year. Single copy 15¢.

Shoes and slippers: summary for 1971 (Series: M31A(71)-13). 14pp. $1.50 per year. Single copy 15¢.

Salad dressing, mayonnaise, and related products: 1971 (Series: MA-20F(71)-1). 4pp. 25¢.

Lumber production and mill stocks: 1971 (Series: MA-24T(71)-1). 10pp. 25¢.

Sales of lubricating and industrial oils and greases: 1971 (Series: MA-29C(71)-1). 12pp. 25¢.

Shipments of selected plastics products: 1971 (Series: MA-30D(71)-1). 8pp. 25¢.

Steel mill products: 1971 (Series: MA-33B(71)-1). 30pp. $1.75 per year (including M33-3). Single copy 25¢.

Heating and cooking equipment: 1971 (Series: MA-34N(71)-1). 12pp. $1.50 per year. Single copy 15¢.

Aluminum foil converted: 1971 (Series MA-34P(71)-1). 4pp. 25¢.

Motors and generators: 1971 (Series: MA-36H(71)-1). 12pp. 25¢.

Electric lighting fixtures: 1971 (Series: MA-36L(71)-1). 8pp. 25¢.

Copper-base mill and foundry products: summary for 1971 (Series: BDCF-84(71)-5). 4pp. $1 per year. Single copy 25¢.

Copper-base mill and foundry products: first quarter 1972 (Series: BDCF-84(72)-1). 4pp. $1 per year. Single copy 25¢.

Wool broadwoven goods: summary for 1971 (Series: MQ-22T.3(71)-5). 4pp. $1 per year. Single copy 25¢.

Metalworking machinery: summary for 1971 (Series: MQ-35W(71)-5). 14pp. $1 per year. Single copy 25¢.

Population

Social and economic characteristics of students: October 1971 (Series P-20, No. 241). 56pp. 55¢.

1970 Census of Population

Detailed characteristics

Kansas (PC(1)-D18). 567pp. $4.

New Hampshire (PC(1)-D31). 339pp. $2.50.

General social and economic characteristics

United States Summary (PC(1)-C1). 297pp. $2.25.

1970 Census of Population and Housing

Statistics by census tract on the characteristics of the population and housing units as reported in the 1970 Census of Population and Housing.

Mayaguez, P.R. standard metropolitan statistical area (PHC(1)-239). 112pp. 55¢.

Ponce, P.R. standard metropolitan statistical area (PHC(1)-240). 118pp. $1.

Transportation

Domestic and international transportation of U.S. foreign trade: 1970. 92pp. $1. Issued jointly by the U.S. Department of Commerce, U.S. Department of Transportation and U.S. Army.

SCIENCE AND TECHNOLOGY

NATIONAL OCEANIC AND ATMOSPHERIC ADMINISTRATION

National Marine Fisheries Service

Distribution of forage of skipjack tuna *(Euthynnus pelamis)* in the Eastern tropical Pacific (Tech. Report NMFS SSRF-649). 20pp. 30¢.

Effects of some antioxidants and EDTA on the development of rancidity in Spanish mackerel *(Scomberomorus maculatus)* during frozen storage (Tech. Report NMFS SSRF-650). 16pp. 25¢.

The effect of premortem stress, holding temperatures, and freezing on the biochemistry and quality of skipjack tuna (Tech. Rep. NMFS SSRF-651). 28pp. 35¢.

The use of electricity in conjunction with a 12.5-meter (Headrope) Gulf of Mexico shrimp trawl in Lake Michigan (Tech. Rep. NMFS SSRF-653). 14pp. 25¢.

An electric detector system for recovering internally tagged menhaden, *Genus Brevoortia* (Tech. Report NMFS SSRF-654). 10pp. 25¢.

Immobilization of fingerling salmon and trout by decompression (Tech. Report NMFS SSRF-655). 12pp. 25¢.

The Calico scallop, *Argopecten gibbus* (Tech. Report NMFS SSRF-656). 24pp. 35¢. Information is given on classification, description, distribution, environment, relative abundance, reproduction, age and growth, mortality, associated organisms, behavior, and the fishery.

National Weather Service

National weather service communications handbook No. 4—index numbers for North and Central America. 68pp. 65¢.

NATIONAL BUREAU OF STANDARDS

Journal of research: mathematical sciences, Jan.-June 1972. Vol. 76B, Nos. 1 and 2. Annual subscription $5 ($1.25 extra for foreign mailing). Single copy $1.25.

Selected tables of atomic spectra (NSRDS-NBS 3, Sec. 6). 36pp. 40¢.

Optical radiation measurements: photometric instrumentation and research (1970 to 1971) (Tech. Note 594-2). 44pp. 50¢.

A universal dropout tester for magnetic storage media (Tech. Note 739). 32pp. 35¢.

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Rural Housing manual (PB-207 507). Basin Electric Power Cooperative, Bismarck, N. Dak. 378pp. $6. Training manual for personnel in local rural electric cooperatives involved in attaining good low-cost housing for their consumers.

Research reports of the National Highway Traffic Safety Administration—a bibliography (PB-207 225). National Highway Traffic Safety Admin., Washington. 241pp. Lists reports resulting from research in the fields of highway and motor vehicle safety during the period 1967-June 1971. Most are available from NTIS.

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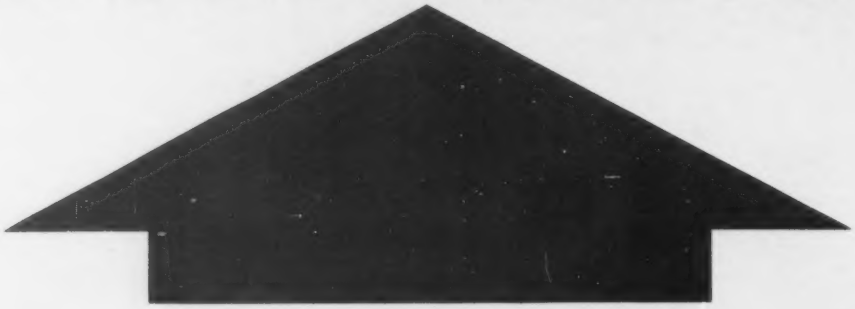

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